KERFKORE

SALES KIT

Your resource for selling
Kerfkore architectural panels.

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THE KERFKORE DIFFERENCE

CUSTOMER SERVICE

Excellence is our mission, the critical element for maintaining life-long, valuable relationships with our customers. We strive to not only meet our commitments and customer expectations, but to exceed them on every level and deliver exceptional value.

EASE OF USE

Kerfkore panels require less surface prep, structural framework, materials and installation time. Kerfkore products bend uniformly and require only horizontal supports and virtually no vertical supports. Apply veneers, HPL, metal and other materials with little to no surface prep, sanding, patching or other surface treatment required.

QUALITY & CONSISTENCY

Kerfkore is more consistent, reliable and versatile than traditional materials. Kerfkore thickness is calibrated,making all panels consistent and bend uniformly. Our precision manufactured products have very smooth faces, allowing high quality consistent results with no telegraphing.

RELIABILITY & DEPENDABILITY

Unlike traditional options, Kerfkore products require minimal structure for support. Our cores are precision cut, providing stability while allowing the panel to bend. Our panels are made using engineered materials which are less affected by changes in moisture that cause traditional products to vary in stability.

SOLUTIONS

We offer solutions for the most complex challenges. We can add perimeter banding, internal supports and even custom cut products to meet specific requirements. Panel thickness can be constructed according to need and purpose, we can even finish off with a laminate or veneer of your choice.

TECHNICAL EXPERTISE

Our 30+ years of technical experience is at your fingertips. We can check out your architectural drawings to recommend the best product to solve your most difficult design challenges. Contact us today to utilize our experts!

MANUFACTURED IN THE USA

Since 1984, Kerfkore has been manufacturing and selling high-quality flexible and lightweight architectural panels designed to make design projects easier. All products are manufactured and shipped from our facility in Brunswick, Georgia. Today, Kerfkore products are sold throughout the United States and Canada.

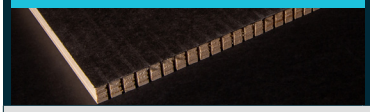
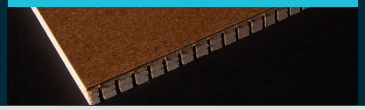
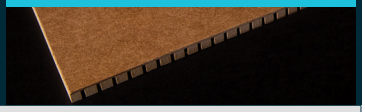
"The process of working with the Kerfkore team was great, we reached out to the technical department to review the scope of the project and how to best construct columns using Kerfkore."

CHRISTIAN NADEAU | ECODOMO®

FLEXIBLE PANELS

Our flexible architectural panels bend tighter, with more consistency and dimensional stability than traditional products. Our panels can be laminated and curved or curved and laminated. They come in a variety of materials, thicknesses, and sizes. Require little to no sanding, patching or putty/Bondo. You can easily attach high-pressure laminates, veneers, metals, leathers and other semirigid materials for a beautiful finished result.

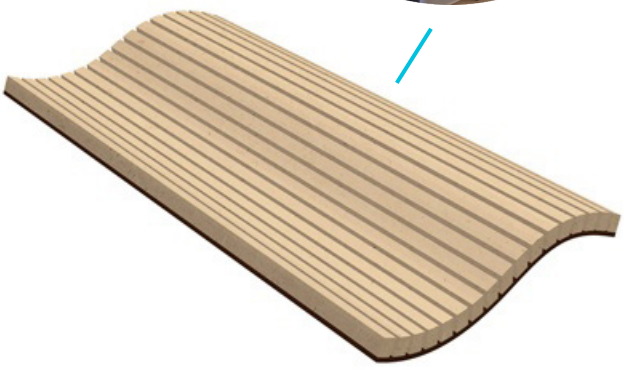
FLEXIBLE PANELS

Kerfkore®	Timberflex	Flexboard®	Econokore®
			
Flexibility			
3.5" Maximum Radius	5" Maximum Radius	8" Maximum Radius	10" Maximum Radius
Fabrication Techniques			
Laminate Flat and then Form	Form First and then Laminate	1. Form First and then Laminate 2. Laminate Flat and then Form *limited to 16" radius; only use singleply or 10mil paperbacked veneers	Form First and then Laminate
Thickness Range			
1/4" - 3/4"	1/2" - 3/4"	1/2" - 3/4"	1/4" - 3/8"
Panel Sizes			
48" x 96" 49" x 97" 61" x 97" 48" x 120" 48" x 144"	48" x 96" 96" x 48"	48" x 96" 48" x 120" 96" x 48" 120" x 48"	48" x 96" 96" x 48"
Face Material			
LTX Black Flexible Backer	3-Ply Italian Poplar Plywood	Eucalyptus Hardboard	HD Fiberboard
Core Materials			
Particleboard (Standard) Plywood MDF NAUF Particleboard	Particleboard (Standard) Plywood MDF NAUF Particleboard	Particleboard (Standard) Plywood MDF NAUF Particleboard	MDF
Acceptable Decorative Surfacing Materials			
High Pressure Laminates Two Ply Veneers Phenolic Backed Veneers 20mil Paper Backed Veneers Metals Or Similar Materials	High Pressure Laminates Veneers Metals Paints Stains Or Similar Materials	High Pressure Laminates Veneers Metals Paints Or Similar Materials	High Pressure Laminates Veneers Metals Paints Or Similar Materials
Fire Rated Options			
NAUF Particleboard ASTM E 84: Class A	NAUF Particleboard ASTM E 84: Class A (Core Only)	NAUF Particleboard ASTM E 84: Class A (Core Only)	No Fired Rated Option Available
Sustainable Options			
NAUF Particleboard	NAUF Particleboard	Eucalyptus Hardboard Face NAUF Particleboard	No Option Available
Key Differentiators			
• Best with extreme curves • Flat lamination • Ideal for fast production & repeatable processes	• Highest quality face material • Great for tight radius projects • Can be stained or painted	• Can be supplied fully sustainable • Extended panel sizes available • Can be painted	• 2-Ply construction • Can be painted • Limitations on materials and sizes

BARREL VS COLUMN

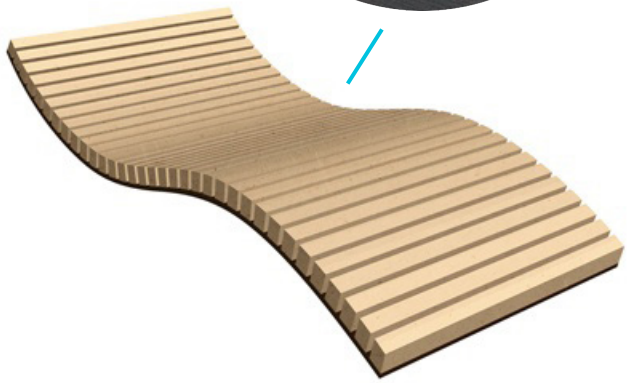
There are two curved choices for our flexible products: Barrel (8’ x 4’) & Column (4’ x 8’)

The difference between 4’ x 8’ and 8’ x 4’ is the direction in which the board will bend. When bent, a 4’ x 8’ will stand 8’ tall and wrap like a column. The 8’ x 4’ panel size will stand 4’ tall and wrap like a barrel. The second number also designates the direction of the grooves. On a 4’ x 8’ the grooves run the 8’ length and on an 8’ x 4’ they run the 4’ length.



COLUMN

4’ x 8’



BARREL

8’ x 4’

“We saved about four days worth of labor on a recent project by using Timberflex (Over a 70% reduction). Not only did we produce a cleaner product, but we were able to move on to the next project ahead of schedule. We used to kerf our own boards, something that takes time and requires very little skill. Kerfkore Products allowed us to remove this step and focus our skills where they are really needed.”

MICHAEL PHILLIPS | MID-AMERICAN PRECAST INC.

QUOTING PROCESS INFORMATION

Flexible Products

1. Product

☐ Kerfkore ☐ Timberflex ☐ Flexboard ☐ Econokore

2. Core Material

☐ Particleboard ☐ Italian Poplar Plywood ☐ MDF

3. Specialty Core Material

☐ NAUF Particleboard ☐ FR Particleboard

4. Total Panel Thickness _____

* See product technical charts for available panel sizes.

5. Panel Dimensions _____

☐ Column  ☐ Barrel 

* See product technical charts for available panel sizes.
* Be aware of the difference between a 4′ x 8′ column bend and an 8′ x 4′ barrel bend. Ensure customer knows which one they want.

6. Quantity _____

7. Custom Add-Ons (i.e. Decorative Surfacing Application, Special Grooving Patterns)

☐ Laminate ☐ Veneer ☐ Other: _____

└ ☐ Long Grain Direction 

☐ Short Grain Direction 

└ Specify Veneer Grade: _____

☐ Customer Supplied ☐ Kerfkore Supplies

☐ Special Grooving Patterns

Note: Must provide drawings and speak with technical support at 912.264.6496

8. Shipping Location

☐ Distributor Location ☐ Direct to Customer

_____ _____

_____ _____

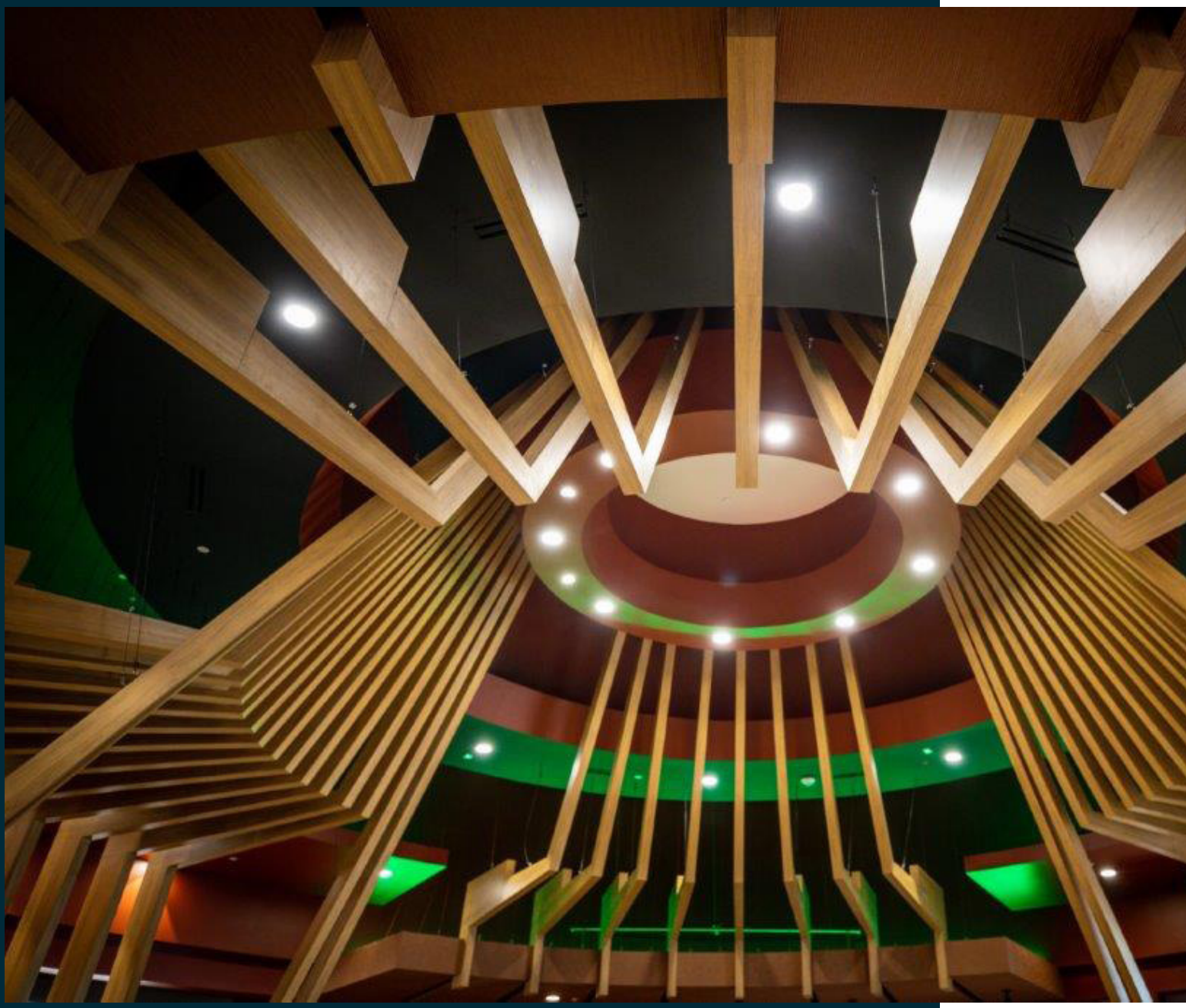
_____ _____

Note: If direct shipping to customer, business address is needed for an accurate freight estimate.

We typically ship FOB. If preferred, customer can arrange their own shipping.

LIGHTWEIGHT PANELS

Our balanced lightweight architectural panels provide strength while reducing weight up to 80% compared to plywood, particleboard, and MDF. They come in a variety of materials, thicknesses, and sheet sizes. Our panels are easily attached using conventional methods, such as glue, staples, nails, screws, and other similar fasteners. You can easily attach high-pressure laminates, veneers, metals, leathers and other semirigid materials for a beautiful finished result.



WORKLITE® PANELS

EPS Foamkore®	XPS Foamkore®
	
Core Material	
Expanded Polystyrene	Extruded Polystyrene
Face Materials	
Eucalyptus Hardboard Fiberboard 3-Ply Italian Poplar Plywood	Eucalyptus Hardboard Fiberboard 3-Ply Italian Poplar Plywood
Weight/Square Foot	
0.6 - 1.3 lbs (Depending on Face Materials)	0.6 - 1.3lbs (Depending on Face Materials)
Thickness Range	
1/2" - 3/4"	1/2" - 3"
Panel Sizes	
48" x 96" 48" x 144" 48" x 120" 60" x 144"	48" x 96" 48" x 144" 48" x 120" 60" x 144"
Ease of Edge Banding	
★ ★ ★ ☆ ☆	★ ★ ★ ☆ ☆
Paintable Edges	
★ ★ ☆ ☆ ☆	★ ★ ★ ★ ★
R Value	
R4.4 for 1"	R5 for 1"
Fire Rating	
ASTM E 84: Class A (Core Only)	ASTM E 84: Class A (Core Only)
Sustainability	
-	-
Key Core Differentiators	
• 2.0lb density • Manufactured in expanded process leading to edges with visible polystyrene beads	• 2.0lb density • Manufactured in extruded process leading to smooth cut edges that can even be painted

FACE MATERIAL OPTIONS

Eucalyptus Hardboard	Fiberboard	Italian Poplar Plywood
Material		
Compressed Wood	Compressed Wood	3-Ply Construction Wood
Thickness		
0.09”	1/8”	1/8”
Weight		
0.56 lbs/sf	0.56 lbs/sf	0.25 lbs/sf
Surface Quality		
• Non-Oil Based Faceboard • Consistent and Smooth Surface • No Wood Grain	• Consistent and Smooth Surface • No Wood Grain	• Higher Grade Face Veneers • Consistent Wood Grain • Minimal Core Voids
Acceptable Decorative Surfacing Materials		
• High Pressure Laminates • Veneers • Metals • Paints • Or Similar Materials	• High Pressure Laminates • Veneers • Metals • Paints • Or Similar Materials	• High Pressure Laminates • Veneers • Metals • Paints • Stains • Or Similar Materials
Extended Sizing Available		
✔ Length	✔ Length and Width	Only Available in 4x8
Sustainable Option		
	-	-
Recommended with Framing		
-	✔	✔

QUOTING PROCESS INFORMATION

Lightweight Products

1. Product

☐ EPS Foamkore ☐ XPS Foamkore

2. Face Materials

☐ Eucalyptus Hardboard ☐ Fiberboard ☐ 3-Ply Italian Poplar Plywood

3. Total Panel Thickness _____

* See product technical charts for available thicknesses.

4. Panel Dimensions _____

* See product technical charts for available panel sizes.

5. Quantity _____

6. Custom Add-Ons (i.e. Decorative Surfacing Application, Framing)

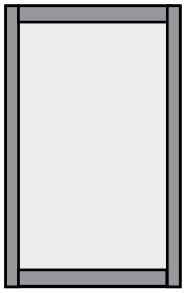
☐ Laminate ☐ Veneer ☐ Other:_____

☐ Long Grain Direction 

☐ Short Grain Direction 

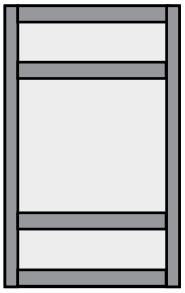
Specify Veneer Grade: _____

☐ Customer Supplied ☐ Kerfkore Supplies



☐ Framing

- Typically done with finger jointed poplar
- Other materials available upon request



☐ Internal Banding

Please Provide:

- Number of bands
- Location of bands with measurements
- Drawings/Sketches

7. Will you be providing drawings?

☐ Yes ☐ No

8. Shipping Location

☐ Distributor Location ☐ Direct to Customer

_____ _____

_____ _____

_____ _____

Note: If direct shipping to customer, business address is needed for an accurate freight estimate.

We typically ship FOB. If preferred, customer can arrange their own shipping.

SALES & MARKETING SUPPORT

TOP 9 SALES OBJECTIONS + RESPONSES

Objection: **"I can kerf my boards on the CNC machine"**

Response: Yes, but it ties up the equipment, which instead, could be used for greater purposes.

- Adds a lot of wear and tear on your blades, which adds to your costs
- CNC Machines are only capable of yielding a partial cut - this often leads to telegraphing, which is a disaster for any project
- You'll have to determine the number and accurate spacing of kerfs, which can be tricky
- Requires multiple passes through to achieve your desired kerf depth

Objection: **"I do my own kerfing by hand"**

Response: Self-kerfing is difficult and time consuming. Determining your radius and setting up the saw's blade can be difficult, requiring some trial and error to get it just right.

- Maintaining consistency is hard when every cut is done by hand
- Self kerfing uses partial cuts, which can lead to telegraphing
- Tedious and time-consuming process which ties up man hours
- Extra material for any errors made
- Replacement blades as they wear
- Additional labor costs for finishing an uneven surface

Objection: **"I like bendable plywood (Luan, Wiggle Board, Rubber Ply, etc)"**

Response: It can be really hard to work with.

Here are some of the main issues you will face:

- Thickness varies
- Inconsistent veneer quality and flexibility
- Limited stability leading to broken boards if not careful
- Usually 2 layers required which means added work time and material cost
- Surface requires added treatment due to cracking and unevenness
- Framework requires extra support ribs - A lot of vertical ribs needed to hold shape and in attempt to minimize the imperfections (i.e. cracks and dips) on surface
- Decorative surfacing material can only be applied after fabrication

"Prior to using pre-kerfed substrates provided by Kerfkore Company, we painstakingly saw-kerfed plywood panels manually for use in radius millwork applications. Kerfkore Company's flexible substrates have cut our skilled labor costs dramatically. The variety of materials supplied by Kerfkore Company (Kerfkore, Timberflex, Flexboard and Worklite) lends itself to numerous applications and options: panels, doors, curtain walls, moldings and traditional curved millwork. We can use Kerfkore Products in applications where the weight of plywood panels would be impractical."

DEAN HAFEY | DEAN'S CUSTOM FIXTURES (COLUMBUS, OH)

Objection: **"I use preformed shapes or corners made out of MDF"**

Response: When using a preformed rigid shape, the application (desk, fixture, cabinet, etc) is built around the preformed shape since it is inflexible once formed.

- Limited sizes and shapes
- Large quantities required for custom shapes
- Hard to machine into smaller sizes
- Initial cost can be high
- High waste potential

Objection: **"I need to mount hardware to the lightweight panel"**

Response: We suggest adding framing to your lightweight panel when mounting hardware. We can add custom framing during the manufacturing process to meet your specific needs.

Our framing is made from solid finger jointed poplar. The finger joints reduce the likelihood of warping and provide an extremely stable frame.

Framing will make it easier to add mounting hardware for applications that involve larger and heavier attachments. In some cases, it may be possible to screw directly into foam panel, but it will have limited holding strength. We always recommend testing.

Objection: **"I only need small areas of curved panel, thus don't want to have left over or wasted material"**

Response: Using the original Kerfkore product, there really is no wasted material because of its Easy-Splice capability. The purpose of Easy-Splice is to eliminate scrap and use 100% of the material.

This is accomplished by easily splicing Kerfkore in length or width to utilize small pieces to make larger and/or unique sizes.

In this specific case, you would just cut out the small amount needed for the curve, and then save the rest of the panel for another project.

Objection: **"I never need a tight radius, thus don't need your products"**

Response: Even when a mild radius is required, our pre-engineered panels will still benefit by simplifying the process (less labor, less framing).

The quality of the surface will be better and more consistent when using Kerfkore products.

And sometimes a mild radius can be a challenge, so why not use an engineered panel (like ours) that is ready for installation?

Objection: **"I worry about securing your lightweight panels into the structure/framework"**

Response: When it comes to attaching the panels to the structure, you'll have to decide which of the following is the best approach for your project:

- Through-bolt through the panel and attach it to the structure
- Use adhesives or glues to attach the panels to the face of the framework
- Create framing within the panel itself that allows you to attach it to the structure

Objection: **"Your products are too expensive"**

Response: Keep in mind, if speaking to the Purchasing Agent, they are not always the best person to meet with since they typically only look at the up-front cost of materials. The ideal situation is to have a joint meeting with the Purchasing Agent and a Fabricator/Project Manager and/or Engineering/Design.

This response will be broken down between our lightweight and flexible panels.

Lightweight Panels

We source the materials from leading suppliers, like Dow, to meet the high standards with superior quality.

We manufacture the panels under strict tolerances to ensure the highest quality sandwich panel. We seperate every panel using elevation rods to provide even air flow on both sides of the panels. We place the panels in a hummidity controlled room for 24 hours to allow the panels to fully dry.

These extra steps are taken to ensure we deliver a stable and balanced panel that will not warp.

Flexible Panels

When looking at the initial board cost for alternative methods, Kerfkore will generally be more expensive. However, it's important to keep in mind the extra costs associated with other options.

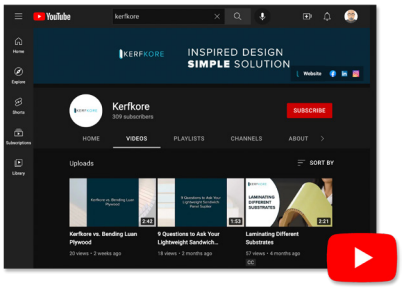
Let's take a look at the extra costs assoicated with bending plywood:

- Two layers of plywood are usually required to achieve desired thickness and stability
- Extra labor/materials to fix irregularities to prep for finishing
- Extra boards if any break while bending
- Framework requires more vertical ribs

Pre-engineered panels like Kerfkore are specialty products designed to reduce time and money spent on curved projects. Yes, you will pay more for the Kerfkore panels, but when you factor in all the other variables like reduced labor, time savings, higher quality materials, consistent thickness and less framework - Kerfkore will ultimately save you on money, time and stress.

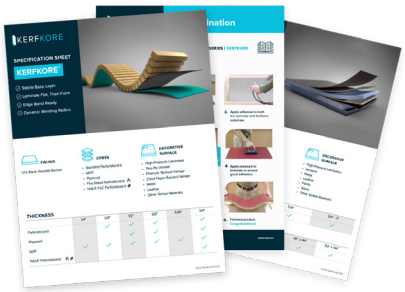
MARKETING SUPPORT

Fabrication Videos



Product Literature

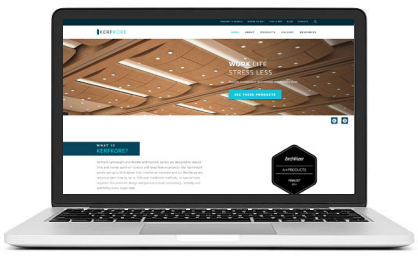
Specification Sheets



Tip Sheets & eBooks

Case Studies

Other Website Resources



Follow us on Social Media:

kerfkore.com | 912.264.6496 | info@kerfkore.com

PURCHASING, SHIPPING, AND POLICY INFORMATION

Term Highlights

Customer Service

Standard Quotes

A. Normal response is within 24 hours of receiving the request.

Custom Quotes

A. Custom quote response time varies depending on complexity and materials required.
B. A typical lead-time would be between 48-72 hours

Price Validity

A. Quoted prices are guaranteed for 15 days after the date of the proposal.
B. Due to fluctuating material costs, all products are requoted if an order is not placed within 15 days.

Standard Order Processing

A. Orders are processed on the first available business day after receipt.
B. Standard orders are shipped within 7-14 business days.
C. Shipping Hours: Monday - Friday 8.00am – 3.00pm Eastern Time.

Sample Orders

A. Flexible and Lightweight Sample Box: No charge
B. Custom Sample Sizes: Quoted based on customer requirements.
C. Standard 1’ x 1’: $10 + Shipping (Credited to first order)
D. Standard 2’ x 2’: $20 + Shipping (Credited to first order)
E. All custom sample costs will be credited back to the first order.

Shipping

Shipping & Delivery

A. Due to product size, all orders ship via LTL (freight carrier).
B. Delivery is generally within 5-7 business days after leaving our facility.
C. Unless expressly agreed to in writing, Kerfkore shall select the method of shipment and carrier.

Shipping Rates

A. Shipping rate is based on weight, size, and ship to location.
B. Orders ship FOB Kerfkore.
C. Before finalizing an order, shipping estimates will be provided. Note: This is an estimate, actual charges may vary.

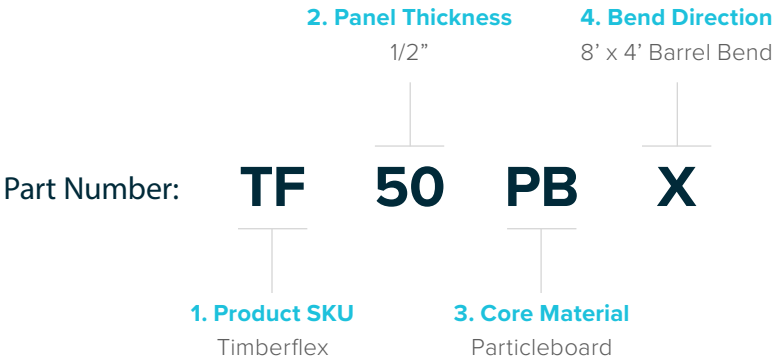
Receiving **IMPORTANT!**

A. Visually inspect the condition and entirety of the shipment.
B. Make sure to note missing items or damaged materials.
C. DO NOT let the driver leave until you verify all materials have been received and are in good condition.
D. Any damaged or missing items must be noted on the delivery receipt (paper or electronic). If not noted, it may increase the amount of time required to seek resolution. In such cases, you will be required to file directly with the carrier.

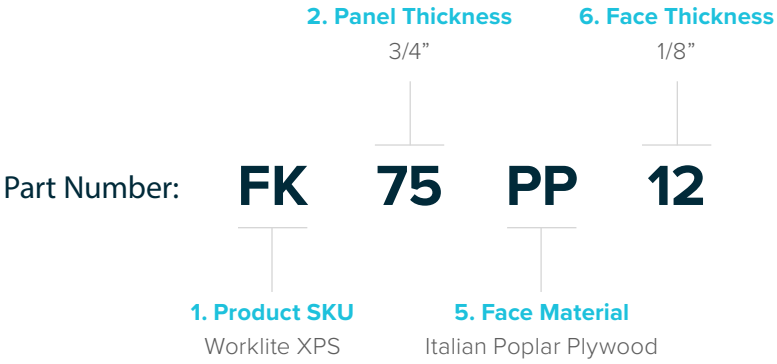
To review all terms in the Quotes, Orders, Shipping & Return Policy **Download the PDF**

PART NUMBER BUILDER

Flexible Example:



Lightweight Example:



BUILDER KEY

1. Product SKU

SK	- Kerfkore
TF	- Timberflex
FB	- Flexboard
EK	- Econokore
FKW	- Worklite EPS Foamkore (White)
FK	- Worklite XPS Foamkore (Blue)

2. Panel Thickness

25	- 1/4”
38	- 3/8”
50	- 1/2”
75	- 3/4”
100	- 1” (Lightweight only)
150	- 1 1/2” (Lightweight only)

3. Core Material

PB	- Particleboard
FB	- Fiberboard/MDF
PP	- Italian Poplar Plywood

4. Bend Direction

X - 8’ x 4’ Barrel Direction

* Leave section blank if 4’ x 8’

5. Face Material

HB	- Hardboard
PP	- 3-Ply Italian Poplar Plywood
FB	- Fiberboard/MDF

6. Face Thickness

09	- 0.09”
12	- 1/8”

Note: FR material is available upon request. Contact Kerfkore for more information.

kerfkore.com | 912.264.6496 | info@kerfkore.com

USEFUL KEY TERMS

Bend Radius: How far you can bend a piece of wood without breaking it.

Biscuit Slots: These are cut into the side ribs of both the curved panels for attachment. Once aligned with their opposite half, insert the biscuits using white glue and strap the two column cover halves in place.

Butt Joints: This is an attachment method that could be used with our products. A butt joint is created by extending the laminate beyond the end of the panel to allow the corner panel to butt up against it.

Compression Strength: The ability of a certain material or structural element to withstand loads that reduce the size of that material.

Dado Cut: This cut will be made through the center of the panel, so that a horizontal rib can be placed into it. This creates additional support for the structure.

Easy-Splice: This method is accomplished by easily splicing Kerfkore in length or width to utilize small pieces to make larger and/or unique sizes. The purpose of Easy-Splice is to eliminate scrap and use 100% of the material. This method can only be used with our Kerfkore product.

Edgebanding: A common finishing technique for furniture and cabinetry, covers up the visible edges on the lightweight panels.

EPS: Abbreviation for expanded polystyrene (white foam).

Finger Joints: A woodworking cut, also known as comb joints, made by cutting a set of complementary, interlocking profiles in two pieces of wood, which are then glued.

Finger Jointed Poplar: A strong, durable hardwood product that uses finger joints to create a straighter, flatter board. This lumber reduces the likelihood of warping and provide an extremely stable frame.

Framing: Lumber frames that can be added or manufactured around the outers edges of a lightweight panel.

Internal Bands: Lumber bands that can be manufactured along the center of a lightweight panel.

Kerfing: The process of cutting grooves or slots into a solid board.

Non-Structural Architecture/Design: Interior elements or components that are not load- bearing or do not assist in the seismic design and do not require design computations for a building's structure

Rabbet Joints: This is an attachment method that could be used with our products. This is a cut made into the top and/or bottom of the panel to allow the rails of the framework to be placed into it.

Ribs: Ribs are a supporting piece of wood that is cut to represent the shape of the end product.

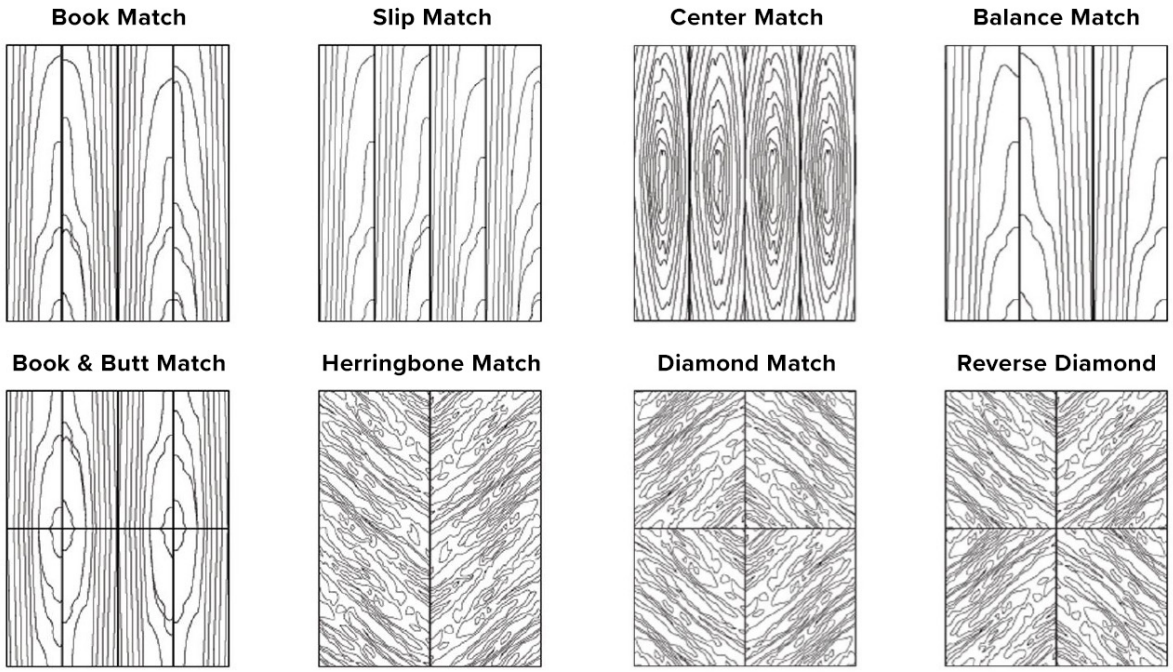
R-Value: Capacity of an insulating material to resist heat flow. Higher R-Value = greater insulating power.

Sandwich Panel: A three-layer structure, with the two outside layers consisting of a thin, rigid material and the middle layer consisting of a thicker, lightweight material.

Telegraphing: Telegraphing occurs when the ridge lines start to appear through the face due to the bending of the product. Because Kerfkore products are through cut, there is no transference of the cut edges to the face of the product. Kerfkore also uses a proprietary paper to separate the cut core and the face.

Veneer Checking: Cracks that appear on the surface of veneers.

Veneer Matching: Specifies how individual veneer leaves will be joined together on the face of the panel. Here are some of the most common types:



XPS: Abbreviation for extruded polystyrene (blue foam).

KERFKORE CONTACTS

KERFKORE COMPANY

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