

ADVANCED RETROFIT INSTALLATION



What is a Restaurant Retrofit?

A retrofit is the installation of a new floor in an operating kitchen without negatively impacting the restaurant's business. A retrofit install allows for the installation of Eco-Grip® safety flooring to be completed overnight, by strategically moving equipment one section at a time and moving it back after the section of floor has been successfully installed. This allows the restaurant to remain open for business with no loss of revenue. ZERO SHUT DOWN TIME!

Why Retrofits?

There are over 650,000 existing operating restaurant kitchens in the USA and, the market is growing every year. Open your flooring installation business to an exclusive untapped market!

A RETROFIT HAS **25% - 35% INCREASE** IN REVENUE VS. NEW CONSTRUCTION OR REMODEL WORK



BEFORE

3 MAN CREW

2800 SQFT

10 – 11 NIGHTS

ZERO SHUT DOWN TIME

AFTER



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Installer Qualifications

- Eco-Grip Installer has received “Completion of Installation Training” certificate
- Installed a minimum of 3,000 sq.ft of Eco-Grip flooring in the last 6 months
- Installer has submitted photos of finished installations of Eco-Grip jobs for quality control review
- Installer should have all necessary tools required for Eco-Grip flooring installation and will procure any other required tools for Retrofit installations and have them on hand for on-site training

Getting STARTED

1. Contact your local Distributor or Allied Industries when you have a potential retrofit project, and have met the Installer Qualifications
2. Allied will assist with retrofit project survey, prep work assessment, materials take-off, nightly schedules/planning, and proposal generation
3. Installer will secure approved proposal/contract from customer, and ensure all necessary local permits & licenses are attained prior to installation
4. Installer will contact Allied to coordinate Allied Field Training Manager (FTM) for scheduling options prior to finalizing dates with Customers
5. **FTM** will be present on-site to train Installers on all aspects of the retrofit flooring installation process to ensure project is completed according to manufacturer guidelines
6. Following successful completion of the Advance Retrofit Training Program, if Installers need additional training, a 2nd onsite retrofit training session will be scheduled, subject to the appropriate cost for the training.

Cost & Expenses: Installer will build into Customer's estimates

- \$450 / Day – **FTM** on-site training fee
- Flight & Hotel expenses
- Transportation to & from Airport – Hotel – Installation Site

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PERKS and SUPPORT of Advanced Retrofit Training

- Retrofit Training Manual
- In-depth training on:
 - Sales coaching
 - Surveying
 - Prep work assessment
 - Estimating
 - Project management /scheduling & time management
- On-site training with our retrofit specialist, providing hands-on training to help installers overcome concerns with existing site conditions, prep work, compressed work windows, & handling equipment
- Dedicated support team ready to provide guidance on future retrofit projects

Retrofits Beyond Restaurants

❖ Healthcare

❖ Veterinary

❖ Transportation

❖ Education

❖ Food Processing

FOR MORE INFORMATION

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