



# MARCO™

Environments for Learning

## ShapeScapes™

Launch Packet

September 29, 2025



# Package set combinations



## ShapeSapes™ Shapes

Sold as a set with 16 shapes (shown here). Each shape comes with cut-out for additional display option. Available in (2) color combinations or all in one color. Shapes are 18-inches by 18-inches.



## ShapeSapes™ Alphabet

Sold as a set (shown here). Available in (2) color combinations or all in one color. Letters are 18-inches tall.



## ShapeSapes™ Numbers

Sold as a set (shown here). Available in (2) color combinations or all in one color. Numbers are 18-inches tall.



## Custom Designs

We can create custom designs like school mascots, logos, unique patterns and more that will bring your space to life and leave a lasting impression.



# ShapeScapes™

Think it. Shape it. Learn it.

ShapeScapes brings learning to life through sound absorbing PET panels designed as letters, numbers, and playful forms. More than acoustics, they become interactive teaching tools and colorful design elements that spark imagination in any space. Choose from standard sets or dream up something new with our design team—the sky’s the limit. Multi-color or single-color options let you shape sound, style, and discovery your way

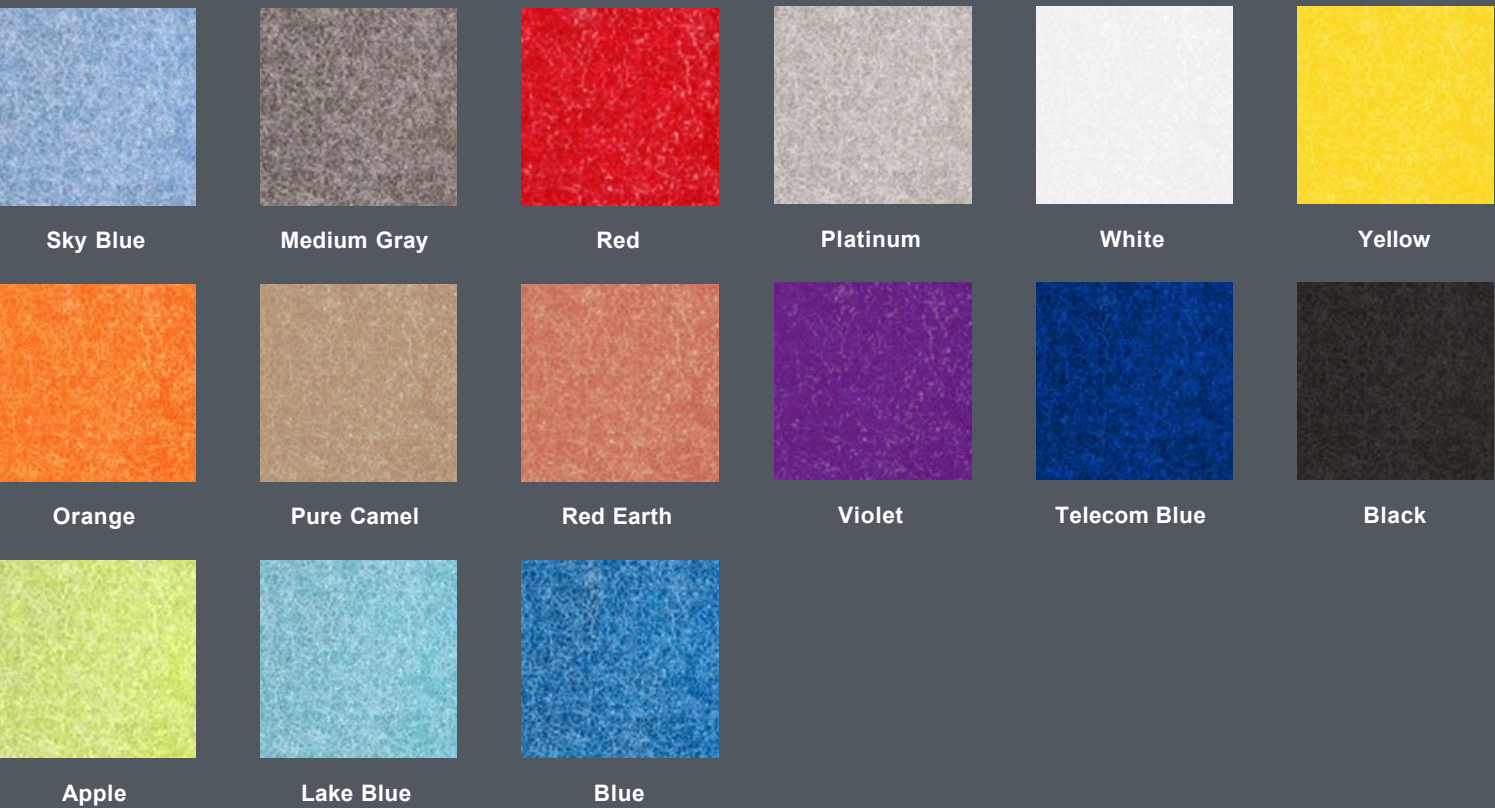
## FEATURES

- Made from eco-friendly 100% recycled PET material
- Sound absorption qualities reduces noise and echoes
- Lightweight for easy handling and installation
- Durable and moisture resistant
- 12mm PET thickness

## PACKAGE SET COLOR COMBINATIONS

"Primary" Color Set includes Yellow, Orange, Red, Telecom Blue and Violet

"Naturals" Color Set includes Platinum, Medium Gray, Orange, Red Earth and Pure Camel



# ShapeScapes™ Competitive Analysis



## PET Acoustic Products in K-12 Educational Market

Demco

NEW

K-12

CalmScape Collection: Themed ceiling tiles & panels (bees, clouds, leaves)

✗ Decorative themes only - no learning function

\$39.99-\$99.99 | 0.85-0.90 NRC | 60% recycled

Smith System

K-12

Flowform Products: PET felt trees & privacy screens

✗ Decorative/privacy - no educational content

Life-sized trees | 13 colors | Biophilic design

Kirei

Acoustic

Premium PET Line: 35+ colors, custom printing, baffles

✗ Generic panels - no educational themes

\$30-70/piece | 60% recycled | LEED credits

HON Furniture

Office

PET Screens: Acoustic fabrics for workstations

✗ Office-focused - no educational use

30+ colors | Privacy screens only

Acoustical Solutions

Professional

AlphaSorb Line: Professional felt panels, clouds, hexagons

✗ Generic acoustic solutions only

\$25-45/panel | NRC up to 1.10 | 100% recycled

ShapeScapes™

Educational

Learning Tools: Functional alphabets, numbers, shapes

✓ ONLY functional educational acoustic tools

\$1,040/\$572 dealer | 18" scale | 100% recycled

Product	ShapeScapes™	Competitor Est.	Value
Alphabet (26)	\$1,040/\$572	\$1,300-2,000+	Better
Numbers (10)	\$400/\$220	\$500-800+	Superior
Shapes (16)	\$640/\$352	\$700-1,100+	Premium


**Market Validation:**  
Demco's \$40-100 ceiling tiles prove premium educational acoustic pricing works. No competitor offers learning functionality - ShapeScapes creates entirely new category.

- Unique Advantages:**
- Category Creator: First functional educational acoustic tools
  - Dual Purpose: Learning + acoustic treatment in one
  - K-12 Optimized: 18" scale perfect for classrooms
  - Complete Systems: Coordinated alphabet/number/shape sets
  - Superior Sustainability: 100% recycled vs. 50-70%
  - Distribution Edge: K-12 dealers vs. acoustic specialists

Product	List Price	Dealer Price	Margin %
ALPHABET SETS (26 Letters)			
Alhabet Set - Multi-Color	\$1,040.00	\$468.00	80
Alphabet Set - Single Color	\$891.00	\$405.00	82
NUMBER SETS (10 Numbers)			
Numbers Set - Multi-Color	\$400.05	\$180.00	80
Numbers Set - Single Color	\$342.90	\$154.00	80
SHAPE SETS (16 Shapes)			
Shapes Set - Multi-Color	\$640.08	\$288.00	80
Shapes Set - Single Color	\$548.64	\$250.00	82

# Pricing

# Asset Map



SHAPESCAPES™

Accessories



Environments  
for Learning

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Scan now to learn more. 

Sell Sheet



ShapeScapes

Think it. Shape it. Learn it.

Beuase Every Shape Has a Story.

ShapeScapes brings learning to life with sound-absorbing PET panels that do more than quiet a room - they inspire it. Choose from our standard selection of educational shapes - letters, numbers, and geometric forms - or collaborate with our team to create custom, playful designs from mascots to mosaics. Made from 100% recycled PET, ShapeScapes are lightweight, durable and built to reduce noise while sparking imagination.



Environments  
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E card



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