

VCT Preparation Comparison - Total Labor Costs* Based on 1000 sqft of VCT Preparation

| | Chemical Stripping: Rotary Machine | Dry Prep: Square Scrub |
|---|---------------------------------------|---------------------------|
| Hourly Rate** | \$14.00 | \$14.00 |
| Additional Payroll Cost*** | \$4.20 | \$4.20 |
| Total Hourly Rate | \$18.20 | \$18.20 |
| Strip with 175 rpm 20" Rotary Machine that requires separate pick-up | 75 min | N/A |
| Dry Prep with Square Scrub EBG Machine | N/A | 24 min |
| Pick-up with tank type wet vacuum and 16" Orifice Pick-up tool | 23.40 min | N/A |
| Vacuum with 14" Upright Vacuum | | 21 min |
| Damp mop once with microfiber mop system | 14.40 min | 14.40 min |
| Apply one layer of floor finish using a mop in 36 minutes/Layer | 180 min (5 Layers) | N/A |
| Apply one layer of floor finish using the Bucket on a Stick in 24 min/layer | N/A | 72 min (3 Layers) |
| Wait time in between layers (1 Hour/Layer) | 240 min (5 Layers) | 120 min (3 Layers) |
| Total Labor | 532.8 min/8.88 hours | 251.4 min/4.19 Hours |
| Total Labor Cost | \$161.61 | \$76.26 |

^{*} Based on ISSA Time Standards of 1000 sqft of VCT Preparation

^{**}Information based on averages found at careerbliss.com - This information can be found here: http://www.careerbliss.com/jobs/floor-technician/salaries/

^{***}Based on 40% markup



Total Material Costs: Based on 1000 sqft of VCT Preparation

| | Chemical Stripping: Rotary Machine | Dry Prep: Square Scrub |
|--|---------------------------------------|---------------------------|
| Standard Chemical Stripper: (.5 Gallons, dilutes to 5.5 Gallons)* \$24/Bottle | \$96.00 (2 Gallons) | N/A |
| Standard Floor Finish: \$8.44/layer** | \$42.20 (5 Layers) | \$25.32 (3 Layers) |
| Black Rotary Chemical Stripping Pad | \$1.10*** | N/A |
| SQP Pad | N/A | \$7.77*** |
| Chemical Strip Shoes | 10.00 | N/A |
| Total Material Cost | \$149.30 | \$33.09 |

^{*}Based on product use recommendations of applying 5.5 gallons of diluted stripper to 250 sqft.

Overall Total Prep Costs: Based on 1000 sqft of VCT Preparation

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|-------------------------|---------------------|--------------|----------------|
| | Chemical Stripping: | Dry Prep: | Total Dry Prep |
| | Rotary Machine | Square Scrub | Savings |
| | | | |
| Total Labor Cost | \$161.61 | \$76.26 | 85.35 |
| Total Material Cost | \$149.30 | \$33.09 | 116.21 |
| Overall Total Prep Cost | \$310.91 | \$109.35 | 201.56 |

COST IS 64% LESS To Dry Prep & Recoat vs Chemical Stripping.

Estimated Water Savings: Based on 1000 sqft of VCT Preparation

| | Chemical Stripping: | | Total Dry Prep |
|---------------------------|---------------------|-------------------------|----------------|
| | Rotary Machine | Square Scrub | Water Savings |
| Total Water / Stripping | approx. 20 gallons | N/A | 20 gallons |
| Total Water / Rinsing(2x) | approx. 40 gallons | N/A vacuum & tack cloth | 40 gallons |
| Total Water Used | approx. 60 gallons | 0 | 60 gallons |

Estimated 60 GALLONS OF WATER

saved with Dry Stripping Method (1000 sqft).

^{**}Based on a one gallon price of a standard floor finish at \$19 and an average coverage rate of 2250 sqft per gallon and 1000 sqft being 44.44% of the average use.

^{***}Information based on 25% pad consumption at the estimated price of \$4.37 per pad and an estimated pad use effectiveness of 4,000 sqft when accounting for use with chemicals and pad care/wear and tear.

^{****}Based on estimated pad cost of \$11.65/pad and a maximum use of 1500 sqft (750 sqft/side) and 1000 sqft consuming 66.67% of the pad.