

## COMPARATIVE

*A cost per square foot analysis of commercial flooring options*



*Fritztile*

## FLOORING LIFE CYCLE COST COMPARISONS

		FRITZTILE	EPOXY TERRAZZO	MODULAR CARPET	BROADLOOM	VCT	COMMERCIAL SHEET VINYL	
LIGHT TRAFFIC	10 YEARS	Initial Cost	\$61,125	\$105,375	\$21,150	\$18,525	\$20,850	\$27,975
		Maintenance	42,990	42,990	68,783	68,783	103,175	103,175
		Repair	946	946	1,513	4,540	1,513	3,026
		Replacement	0	0	36,991	32,018	42,132	48,739
		Total Cost	\$105,060	\$149,310	\$128,438	\$123,866	\$167,670	\$182,915
		<b>10 year Cost Difference</b>		<b>\$44,250</b>	<b>\$23,377</b>	<b>\$18,805</b>	<b>\$62,610</b>	<b>\$77,855</b>
	30 YEARS	Initial Cost	\$61,125	\$105,375	\$21,150	\$18,525	\$20,850	\$27,975
		Maintenance	178,408	178,408	285,452	285,452	428,179	428,179
		Repair	3,925	3,925	6,280	18,840	6,280	12,560
		Replacement	0	0	153,515	123,955	174,848	188,692
		Total Cost	\$243,458	\$287,708	\$466,397	\$446,773	\$630,157	\$657,405
		<b>30 year Cost Difference</b>		<b>\$44,250</b>	<b>\$222,940</b>	<b>\$203,315</b>	<b>\$386,699</b>	<b>\$413,948</b>
	<b>▶ AVERAGE ANNUAL COST PER SQUARE FOOT</b>							
			Over 10 years	<b>\$1.40</b>	\$1.99	\$1.71	\$1.65	\$2.24
		Over 30 years	<b>\$1.08</b>	\$1.28	\$2.07	\$1.99	\$2.80	\$2.92
		Years until the cumulative cost of Fritztile is lower or breaks even.	-	1	10	8	7	6
		Estimated Functional Life (Years)	40+	40+	10	8	10	8
HEAVY TRAFFIC	10 YEARS	Initial Cost	\$61,125	\$105,375	\$21,150	\$18,525	\$20,850	\$27,975
		Maintenance	60,185	60,185	94,577	94,577	137,567	137,567
		Repair	1,261	1,261	2,018	6,053	2,018	4,035
		Replacement	0	0	33,852	63,268	\$38,557	96,310
		Total Cost	\$122,571	\$166,821	\$151,597	\$182,423	\$198,991	\$265,887
		<b>10 year Cost Difference</b>		<b>\$44,250</b>	<b>\$29,026</b>	<b>\$59,852</b>	<b>\$76,419</b>	<b>\$143,316</b>
	30 YEARS	Initial Cost	\$61,125	\$105,375	\$21,150	\$18,525	\$20,850	\$27,975
		Maintenance	249,771	249,771	392,497	392,497	570,905	570,905
		Repair	5,233	5,233	8,373	25,120	8,373	16,747
		Replacement	0	0	189,666	262,565	216,023	399,690
		Total Cost	\$316,129	\$360,379	\$611,687	\$698,707	\$816,151	\$1,015,317
		<b>30 year Cost Difference</b>		<b>\$44,250</b>	<b>\$295,557</b>	<b>\$382,577</b>	<b>\$500,022</b>	<b>\$699,188</b>
	<b>▶ AVERAGE ANNUAL COST PER SQUARE FOOT</b>							
			Over 10 years	<b>\$1.63</b>	\$2.22	\$2.02	\$2.43	\$2.65
		Over 30 years	<b>\$1.41</b>	\$1.60	\$2.72	\$3.11	\$3.63	\$4.51
		Years until the cumulative cost of Fritztile is lower or breaks even.	-	1	7	5	6	5
		Estimated Functional Life (Years)	40	40	7	5	7	5

Model Size: 7,500 ft<sup>2</sup>  
Inflation Rate: 3.00%

## COST PER SQUARE FOOT NUMBERS USED IN CALCULATIONS

		Fritztile	Epoxy Terrazzo	Modular Carpet	Broadloom	VCT	Commercial Sheet Vinyl
Initial	Material	5.50	6.50	1.90	1.50	1.05	1.70
	Freight	0.25	0.55	0.12	0.12	0.18	0.18
	Installation	1.75	6.35	0.50	0.55	0.90	1.20
	Floor Prep	0.65	0.65	0.30	0.30	0.65	0.65
	<b>Totals</b>	<b>\$8.15</b>	<b>\$14.05</b>	<b>\$2.82</b>	<b>\$2.47</b>	<b>\$2.78</b>	<b>\$3.73</b>
Recurring Replacement	Material	0.00	0.00	1.90	1.50	1.05	1.70
	Freight	0.00	0.00	0.12	0.12	0.18	0.18
	Installation	0.00	0.00	0.50	0.55	0.90	1.20
	Rip Out	0.00	0.00	0.25	0.30	0.80	0.80
	Floor Prep	0.00	0.00	0.30	0.30	0.65	0.65
	Disruptions	0.00	0.00	0.60	0.60	0.60	0.60
<b>Totals</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$3.67</b>	<b>\$3.37</b>	<b>\$4.18</b>	<b>\$5.13</b>	
Annual Maintenance & Repair (Light Traffic)	Maintenance	0.50	0.50	0.80	0.80	1.20	1.20
	Repair	0.01	0.01	0.02	0.05	0.02	0.04
	<b>Totals</b>	<b>\$0.51</b>	<b>\$0.51</b>	<b>\$0.82</b>	<b>\$0.85</b>	<b>\$1.22</b>	<b>\$1.24</b>
Annual Maintenance & Repair (Heavy Traffic)	Maintenance	0.70	0.70	1.10	1.10	1.60	1.60
	Repair	0.01	0.01	0.02	0.07	0.02	0.05
	<b>Totals</b>	<b>\$0.71</b>	<b>\$0.71</b>	<b>\$1.12</b>	<b>\$1.17</b>	<b>\$1.62</b>	<b>\$1.65</b>

## TERMS AND CONSIDERATIONS

**LIFE** - Length of useful performance, calculated in years, of the floor material being considered. This will determine the number of times the flooring will be replaced during the Life Cycle Period. "Appearance retention" time, or how many years the appearance is acceptable, is as important as being "worn out."

### INITIAL COSTS

**MATERIAL** - The price of the flooring material only. Fritztile is sold to distributors and dealers at quantity based pricing. Though quantity price breaks available to end users can vary by seller, a job size of 20,000 square feet for example, can easily be 50 cents a square foot less than our 7,500 square feet model.

**FREIGHT** - The cost to ship the flooring material to the installation site.

**INSTALLATION** - The labor and supply costs involved with the installation of the floor.

**FLOOR PREP** - The supplies and labor involved in preparing the subfloor for the new installation.

**RIP OUT** - The cost to remove the floor to be replaced. Rip Out is not necessary the first year since the model assumes a new facility.

**DISRUPTIONS** - The costs that are incurred in removing all personnel, furniture, or other equipment from the area needing a new floor. These costs can also include lost revenue and time needed to select and plan a new floor installation. The disruption cost can differ greatly depending on the setting.

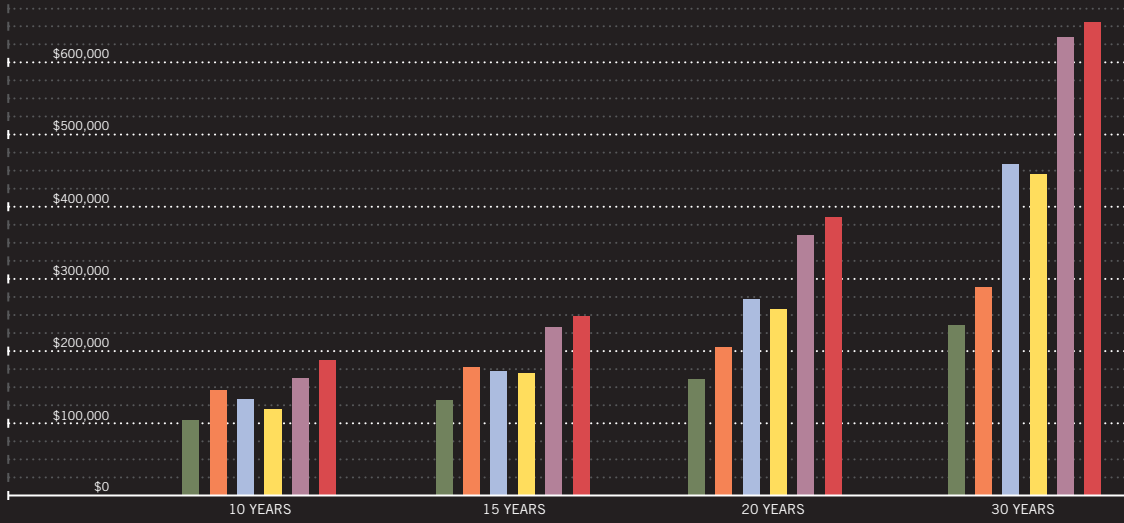
### ANNUAL MAINTENANCE & REPAIR - LIGHT & HEAVY TRAFFIC

Maintenance is the ongoing cost per square foot to care for the flooring. Using a low maintenance floor such as Fritztile greatly reduces the cost of maintenance over the floor's life. We have defined light traffic to be 70% - 75% of the cost of heavy traffic. The actual maintenance cost can vary significantly depending on the environment. The costs developed approximates the median maintenance cost for each flooring. We estimate the following to be the means for heavy traffic.

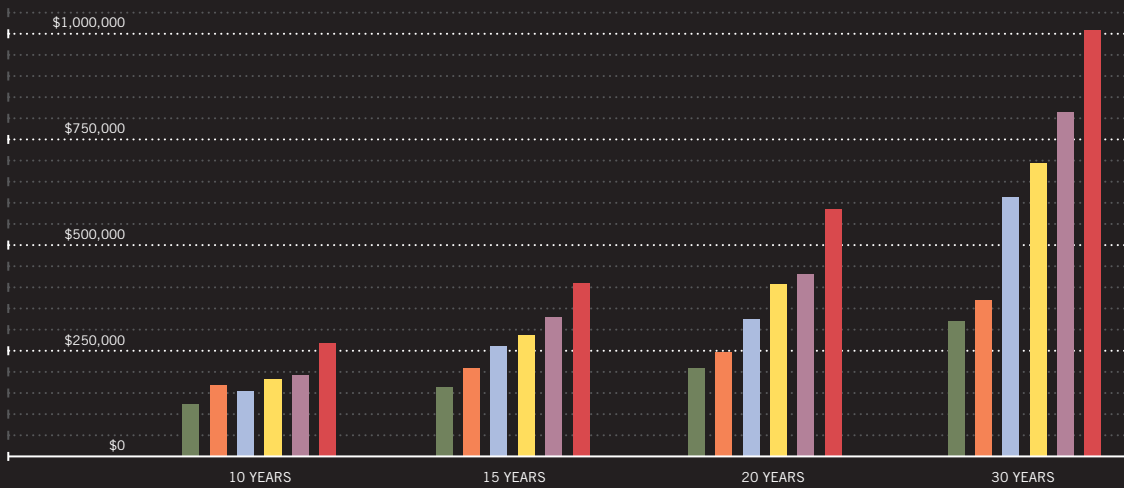
Fritztile & Epoxy Terrazzo - \$1.50  
 Modular & Broadloom Carpet - \$1.90  
 VCT and Commercial Sheet Vinyl - \$2.40

Repair costs are incurred on most floors, with the cost amount relating to the toughness and the suitability of the floor covering.

TOTAL FLOORING LIFE CYCLE COSTS - LIGHT TRAFFIC



TOTAL FLOORING LIFE CYCLE COSTS - HEAVY TRAFFIC



- Fritztile
- Epoxy Terrazzo
- Modular Carpet
- Broadloom
- VCT
- Sheet Vinyl



FLEXIBLE TERRAZZO TILE • MADE IN THE USA • SINCE 1959

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