

**Mannington’s Quantum Guard HP - Specific Cost Saving Advantages**

Because the aluminum oxide is suspended throughout the wear surface, it not only protects the visual aesthetic of the product over time, traffic, and cleaning, but it decreases the time it takes to clean critical care spaces - eliminates the need for repeatedly stripping and re-applying polish and decreases the chemicals, time and disturbance that stripping and re-coating can create. See the table below for a comparison of maintenance methods for each type of flooring.

	Standard Resilient – Polish Method	Resilient with Quantum Guard HP Inherent Finish – No Polish Method
<b>Upon Installation:</b>		
Sweep or vacuum	Yes	Yes
Damp mop	Yes	Yes
Apply multiple coats of floor finish	Yes	No
<b>Regular Maintenance:</b>		
Sweep or vacuum	Yes	Yes
Damp mop	Yes	Yes
Wet scrub	Yes	Yes
Spray buff or burnish	Yes	No
Apply finish restorer	As needed	No
<b>Restorative Maintenance:</b>		
Apply stripping solution	Yes	No
Scrub with nylon pad/brush to remove finish	Yes	No
Squeegee and wet vac stripping solution	Yes	No
Apply multiple coats of floor finish	Yes	No

**Annual Maintenance Cost Savings Example for 50,000 SF Facility – Standard Resilient Vs. QGHP**

	Standard Resilient	Resilient with Quantum Guard HP
Frequency Per Year:	52	52
Regular Maintenance Material Cost	\$39,000	\$26,000
Regular Maintenance Labor Cost	\$9,750	\$6,500
Regular Maintenance Annual Total	\$48,750	\$32,500
Frequency:	3	0
Restorative Maintenance Material	\$3,000	\$0
Restorative Maintenance Labor	\$1,500	\$0
Restorative Maintenance Annual Total	\$4,500	\$0
<b>Total Annual Cost:</b>	<b>\$53,250</b>	<b>\$32,500</b>
<b>Total Annual Cost Per SF:</b>	<b>\$1.07</b>	<b>\$0.65</b>
<b>Annual Maintenance Savings – Mannington QGHP:</b>	<b>\$20,750</b>	<b>39%</b>

**Regular Maintenance:**

Standard Resilient = Spray polish and buff  
 Material: \$0.015/sf for polish  
 Labor: 15 mins/1,000 feet  
 QGHP = Damp mop  
 Material: \$0.01/sf for neutral cleanser  
 Labor: 10 mins/1,000 feet

**Restorative Maintenance:**

Standard Resilient = Strip, apply polish, buff  
 Material Cost: \$0.02/sf  
 Labor: 40 mins/1,000 sf  
 QGHP = Not applicable

Labor rate: \$15/hr  
 Labor & Material cost source:  
 International Sanitary Supply  
 Association Standards

**Cumulative Cost Per Square Foot**

	Installed Price Per SF	Annual Maintenance Per SF	Year 1	Year 2	Year 3	Year 4	Year 5	Year 10	Year 20
<b>Standard Resilient</b>	\$4.50	\$1.07	\$5.57	\$6.64	\$6.46	\$7.71	\$8.78	\$14.22	\$24.92
<b>QGHP</b>	\$4.50	\$0.65	\$5.15	\$5.80	\$6.45	\$7.10	\$7.75	\$11.00	\$17.50

# QUANTUM GUARD HP MAINTENANCE COST COMPARISON

\* The differences between the Resilient tables and the VCT tables result from the assumption that VCT requires more frequent polishing with more coats of polish than standard resilient.

Annual Maintenance Cost Savings Example for 50,000 SF Facility – Standard VCT Vs. QGHP		
	Standard VCT	Resilient with Quantum Guard HP
Frequency Per Year:	52	52
Regular Maintenance Material Cost	\$52,000	\$26,000
Regular Maintenance Labor Cost	\$13,000	\$6,500
Regular Maintenance Annual Total	\$65,000	\$32,500
Frequency:	6	0
Restorative Maintenance Material	\$9,000	\$0
Restorative Maintenance Labor	\$4,500	\$0
Restorative Maintenance Annual Total	\$13,500	\$0
<b>Total Annual Cost:</b>	<b>\$78,500</b>	<b>\$32,500</b>
<b>Total Annual Cost Per SF:</b>	<b>\$1.57</b>	<b>\$0.65</b>
<b>Annual Maintenance Savings – Mannington QGHP:</b>	<b>\$46,000</b>	<b>59%</b>

**Regular Maintenance:**

Standard VCT = Spray polish and buff

Material: \$0.02/sf for polish

Labor: 20 mins/1,000 feet

QGHP = Damp mop

Material: \$0.01/sf for neutral cleanser

Labor: 10 mins/1,000 feet

**Restorative Maintenance:**

Standard VCT = Strip, apply polish, buff

Material Cost: \$0.03/sf

Labor: 60 mins/1,000 sf

QGHP = Not applicable

Labor rate: \$15/hr

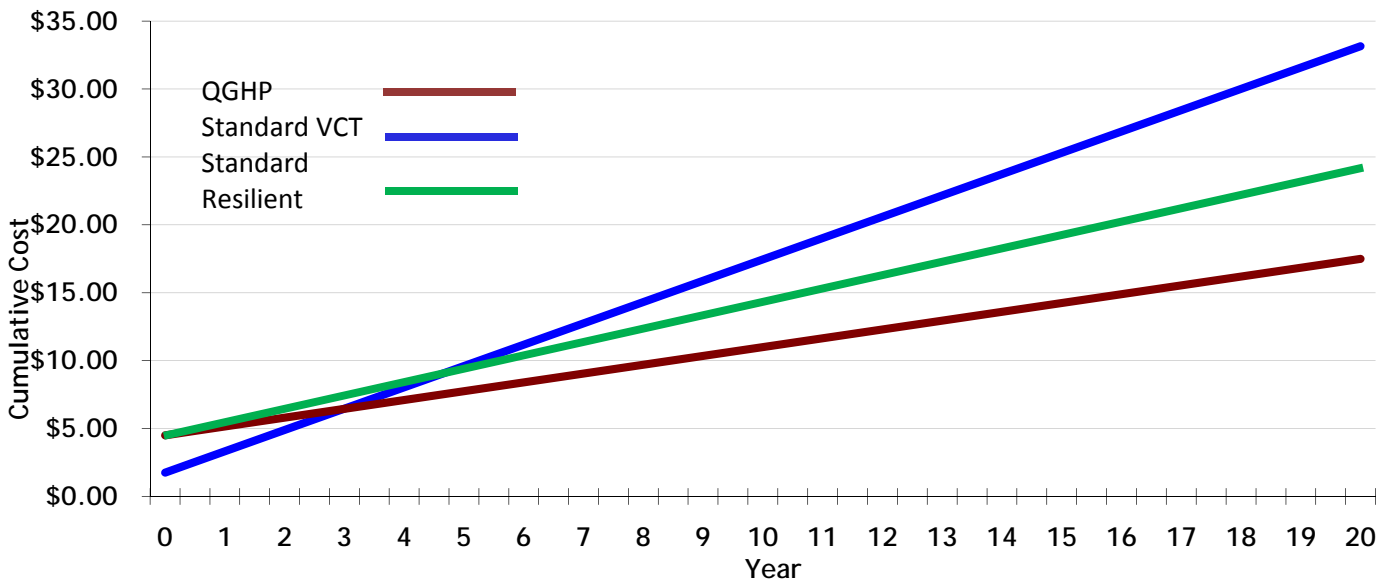
Labor & Material cost source:

International Sanitary Supply

Association Standards

Cumulative Cost Per Square Foot									
	Installed Price Per SF	Annual Maintenance Per SF	Year 1	Year 2	Year 3	Year 4	Year 5	Year 10	Year 20
Standard VCT	\$1.75	\$1.57	\$3.32	\$4.89	\$6.46	\$8.03	\$9.60	\$17.45	\$33.15
QGHP	\$4.50	\$0.65	\$5.15	\$5.80	\$6.45	\$7.10	\$7.75	\$11.00	\$17.50

## Cumulative Cost per Square Foot by Year



Break Even on Product and Maintenance Cost Difference Between VCT & QGHP = 3 Years  
Break Even on Product and Maintenance Cost Difference Between Standard Resilient & QGHP = 1 Year