

## TOTAL COST OF OWNERSHIP COMPARISON

Glass writing boards are a long-term investment. When analyzing the cost, it's easy to overlook items like installation, shipping and daily maintenance. When comparing glass boards against porcelain boards, it's important to note that the porcelain degrades and ghosts over time so they need to be replaced. WRITEBOARD glass writing boards NEVER need to be replaced. They look as good after ten years as they do today.

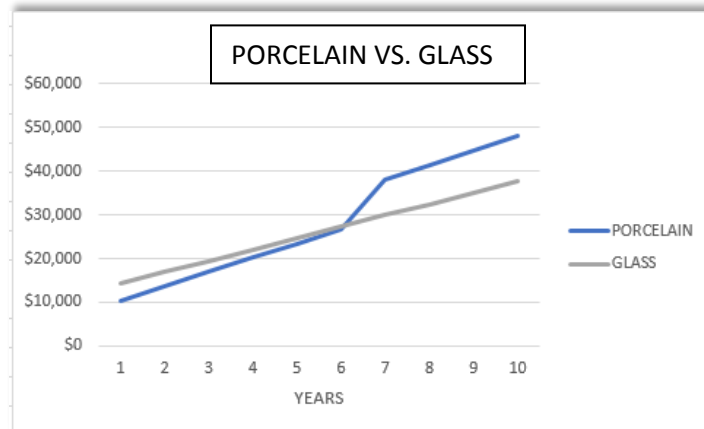
Below is a cost comparison of porcelain boards versus WRITEBOARD glass writing boards over a ten-year period. This comparison is based on 6' x 4' magnetic pure white boards. The total cost of ownership over time for WRITEBOARD is significantly less than porcelain boards. They are much easier to maintain, so facilities staff spend much less time cleaning them. That equals big savings. When you add it all up, WRITEBOARD is a much better investment.

### PORCELAIN WHITEBOARDS

Cost/board	\$500
Number of boards	10
Total board cost	\$5,000
Installation cost/board	\$150
Total installation cost	\$1,500
Shipping cost	\$700
Maintenance time/day (hours)	.5
Number of days	260
Annual maintenance hours	130
Hourly Rate	\$25
Total annual maintenance cost	\$3,250
Total Year One cost	\$10,450
Year 2 – 5 maintenance cost	\$13,300
Replacement cost (Year 6)	\$7,350
Maintenance costs (Years 6 – 10)	\$16,875
<b>Total 10-year investment</b>	<b>\$47,970</b>
<b>Cost/Year</b>	<b>\$4,797</b>

### WRITEBOARD GLASS BOARDS

Cost/board	\$1,000
Number of boards	10
Total board cost	\$10,000
Installation cost/board	\$150
Total installation cost	\$1,500
Shipping cost	\$200
Maintenance time/day (hours)	.4
Number of days	260
Annual maintenance hours	65
Hourly Rate	\$25
Total annual maintenance cost	\$2,600
Total Year One cost	\$14,300
Year 2 – 10 maintenance cost	\$23,400
<b>Total 10-year investment</b>	<b>\$37,700</b>
<b>Cost/Year</b>	<b>\$3,770</b>



*While glass boards cost more than porcelain up front, they cost less to maintain. And they never need to be replaced. In the example above, the break even point occurs after six years. By the end of the tenth year, WRITEBOARDS cost \$10,000 less than porcelain boards.*