



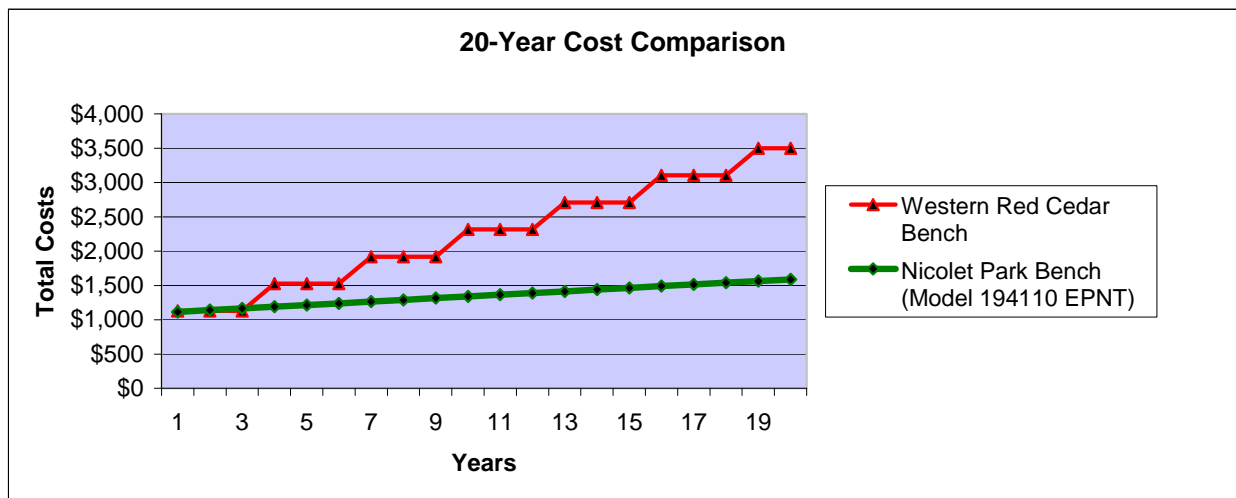
WishboneIndustries
Site Furnishings

Cost Comparison Analysis




Park Benches

Park Benches

The graph below compares the total costs of a park bench made from Western Red Cedar, and our competitively-priced Nicolet Bench over its 20-year life expectancy. It illustrates that maintenance costs incurred at least every third year on a cedar bench drive the total cost to more than double that of the Nicolet Bench that merely requires an annual washing. Furthermore, each Nicolet Bench diverts about 450 plastic beverage containers from Canada's landfill sites.



The table below shows that the immediate benefits of a Nicolet Bench add up to approximately 56% savings over a Western Red Cedar Bench over its 20-year life.

	Product	Product Life Expectancy	Savings Over Life	Payback Year
	Wishbone Standard Park Bench (Model PB-6) - versus cedar and galvanized alternative	20	67.1%	1
	Urbain Design Nicolet (Model 194110 EPNT) - versus cedar and galvanized alternative	20	56.8%	1
	Wishbone Full Frame Park Bench (Model PBFFAL-6) - versus cedar and galvanized alternative	20	51.8%	4

Our economy Standard Park Bench and our premium Full Frame Park Bench also provide impressive savings and short payback periods. Each Standard bench, and each Full Frame bench, diverts about 360 beverage containers from Canada's landfill sites.

The following charts disclose our cost comparison methodology common to all benches, and the maintenance assumptions upon which the benefits have been calculated. The data provided by our municipal clients is based upon nearly 7 years experience, and has been extrapolated to the product life expectancy.

20-year Cost Comparison							
Product	Quantity	Price	Discount	Sub-total	Taxes	Shipping	Initial Cost
Nicolet Park Bench (Model 194110 EPNT) 6' Public Place Bench Galvanized and Powderpainted	1	\$986	0%	\$986	\$128		\$1,114
Western Red Cedar Bench 2" Galvanized Frame / 4"x4" Western Red Cedar	1	\$1,000	0%	\$1,000	\$130		\$1,130
Maintenance	Labour	Per Hour	Materials	Price	Cycles		Maint. Cost
Nicolet Park Bench (Model 194110 EPNT) 6' Public Place Bench Galvanized and Powderpainted Labour to power wash each bench each year 1 hour per unit per year	1	\$25			19		\$475
Western Red Cedar Bench 2" Galvanized Frame / 4"x4" Western Red Cedar Labour and materials to maintain wooden components every 3 years 7 hours per unit per maintenance cycle at \$25/hr Avg. number of wooden planks replaced per maintenance cycle	7	\$25	5	\$50.00	6	6	\$1,050 \$1,500
Total Cost							Total Cost
Nicolet Park Bench (Model 194110 EPNT) 6' Public Place Bench Galvanized and Powderpainted							\$1,589
Western Red Cedar Bench 2" Galvanized Frame / 4"x4" Western Red Cedar							\$3,680
Costs not Included in Analysis							
- Fluctuating cedar prices							
- Delivery, assembly and installation							
- Inflationary impact on labor and material costs							
- Vandalism							

Years "In the Green"	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20
Nicolet Park Bench (Model 194110 EPNT) 6' Public Place Bench Galvanized and Powderpainted	\$1,114	\$25	\$25	\$25	\$25	\$25	\$25	\$25	\$25	\$25	\$25	\$25	\$25	\$25	\$25	\$25	\$25	\$25	\$25	\$25
Accumulated costs	\$1,114	\$1,139	\$1,164	\$1,189	\$1,214	\$1,239	\$1,264	\$1,289	\$1,314	\$1,339	\$1,364	\$1,389	\$1,414	\$1,439	\$1,464	\$1,489	\$1,514	\$1,539	\$1,564	\$1,589
Western Red Cedar Bench 2" Galvanized Frame / 4"x4" Western Red Cedar	\$1,130	\$0	\$0	\$395	\$0	\$0	\$395	\$0	\$0	\$395	\$0	\$0	\$395	\$0	\$0	\$395	\$0	\$0	\$395	\$0
Accumulated costs	\$1,130	\$1,130	\$1,130	\$1,525	\$1,525	\$1,525	\$1,920	\$1,920	\$1,920	\$2,315	\$2,315	\$2,315	\$2,710	\$2,710	\$2,710	\$3,105	\$3,105	\$3,105	\$3,500	\$3,500

Years "In the Green"	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20
Wishbone Standard Park Bench (Model PB-6) 6' Powder Painted Steel Bench	\$737	\$25	\$25	\$25	\$25	\$25	\$25	\$25	\$25	\$25	\$25	\$25	\$25	\$25	\$25	\$25	\$25	\$25	\$25	\$25
Accumulated costs	\$737	\$762	\$787	\$812	\$837	\$862	\$887	\$912	\$937	\$962	\$987	\$1,012	\$1,037	\$1,062	\$1,087	\$1,112	\$1,137	\$1,162	\$1,187	\$1,212
Western Red Cedar Bench 2" Galvanized Frame / 4"x4" Western Red Cedar	\$1,130	\$0	\$0	\$395	\$0	\$0	\$395	\$0	\$0	\$395	\$0	\$0	\$395	\$0	\$0	\$395	\$0	\$0	\$395	\$0
Accumulated costs	\$1,130	\$1,130	\$1,130	\$1,525	\$1,525	\$1,525	\$1,920	\$1,920	\$1,920	\$2,315	\$2,315	\$2,315	\$2,710	\$2,710	\$2,710	\$3,105	\$3,105	\$3,105	\$3,500	\$3,500

Years "In the Green"	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20
Wishbone Full Frame Park Bench (Model PBFAL-6) 6' Powder Painted Aluminum Bench	\$1,298	\$25	\$25	\$25	\$25	\$25	\$25	\$25	\$25	\$25	\$25	\$25	\$25	\$25	\$25	\$25	\$25	\$25	\$25	\$25
Accumulated costs	\$1,298	\$1,323	\$1,348	\$1,373	\$1,398	\$1,423	\$1,448	\$1,473	\$1,498	\$1,523	\$1,548	\$1,573	\$1,598	\$1,623	\$1,648	\$1,673	\$1,698	\$1,723	\$1,748	\$1,773
Western Red Cedar Bench 2" Galvanized Frame / 4"x4" Western Red Cedar	\$1,130	\$0	\$0	\$395	\$0	\$0	\$395	\$0	\$0	\$395	\$0	\$0	\$395	\$0	\$0	\$395	\$0	\$0	\$395	\$0
Accumulated costs	\$1,130	\$1,130	\$1,130	\$1,525	\$1,525	\$1,525	\$1,920	\$1,920	\$1,920	\$2,315	\$2,315	\$2,315	\$2,710	\$2,710	\$2,710	\$3,105	\$3,105	\$3,105	\$3,500	\$3,500