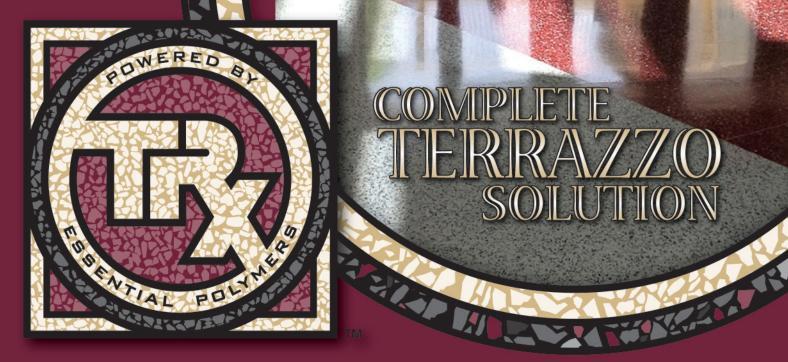


T-Rx vs. Diamond Pad System

| | T-Rx | Competitor | | T-Rx | Competitor |
|------------------------------|---------------|------------|---|-------------|-------------|
| Installation - Materials (| Product Cost) | | Monthly Maintenance - Materials | | |
| Size of floor (sq. ft) | 20,000 | 20,000 | Neutral Cleaner | \$600.00 | \$600.00 |
| Per Gallon Coverage (sq. ft) | 2,000 | 2,000 | Diamond Pads (per week) | \$0.00 | \$160.00 |
| Gallons Per Coat | 10 | 10 | Diamond Pads (per year) | \$0.00 | \$8,320.00 |
| Number of Coats | | 3 | Total | \$600.00 | \$8,920.00 |
| Total Gallons Used | 30 | 30 | | | |
| Cost Per Gallon | \$200.00 | \$154.00 | Monthly Maintenance - Labor | | |
| Materials Total | \$6,000.00 | \$3,080.00 | Contractor Charges (per sq ft)*** | \$0.80 | \$1.40 |
| | | | Monthly Contractor Charges (20,000 sq ft) | \$1,333.00 | \$2,333.00 |
| | | | 12-Month Total | \$16,000.00 | \$28,000.00 |
| Installation - Application | Process | | | | |
| Stripping | \$300.00 | \$300.00 | Add'l Maintenance | | |
| Grinding* | \$0.00 | \$1,464.00 | 6-Mo. Recoat | \$0.00 | \$3,080.00 |
| Apply Coating** | \$0.00 | \$160.00 | | _ | |
| Application Total | \$300.00 | \$1,924.00 | Total | | |
| | | | 12-Month Cost | \$22,900.00 | \$45,004.00 |



T-Rx Cost Comparison

12 Month Program

T-Rx vs. Traditional Floor Finish

| | T-Rx | Competitor |
|------------------------------------|------------|------------|
| Installation | \$6,300.00 | \$5,000.00 |
| Strip-Out and Material (per sq ft) | \$0.315 | \$0.25 |
| Total (20,000 sq ft) | \$6,300.00 | \$5,000.00 |

| Monthly Maintenance | \$19,200.00 | \$24,000.00 |
|---|--------------|-------------------|
| Contractor Charges (per sq ft) | \$0.08 | \$0.10 |
| Monthly Contractor Charges (20,000 sq ft) | \$1,600.00 | \$2,000.00 |
| Total | \$19,200.00 | \$24,000.00 |
| | (Clean Only) | (Clean & Burnish) |

| Scrub and Recoat (April & Sept) | \$0.00 | \$4,800.00 |
|---|--------|------------|
| Contractor Charges (per sq ft) | \$0.00 | \$0.12 |
| Contractor Charges - April (20,000 sq ft) | \$0.00 | \$2,400.00 |
| Contractor Charges - September (20,000 sq ft) | \$0.00 | \$2,400.00 |
| 12-Month Total Contractor Charges | \$0.00 | \$4,800.00 |

| 10tat 12-Month Cost 723,300.00 733,000 | Total 12-Month Cost | \$25,500.00 | \$33,800.00 |
|--|---------------------|-------------|-------------|
|--|---------------------|-------------|-------------|

* Grinding

Grind with 200 Grit diamond pads

Cost \$122 per set - covers 5,000 sq. ft.

Cost of 4 sets - \$488

Use 6 passes

Grind with 400 Grit diamond pads
Cost \$122 per set - covers 5,000 sq. ft.
Cost of 4 sets - \$488
Use 6 passes

Grind with 800 Grit diamond pads
Cost \$122 per set - covers 5,000 sq. ft.
Cost of 4 sets - \$488
Use 6 passes

Total Grinding Cost: \$1464

**Apply Coating

Step 1: Apply First Coat

Step 2: Buff with purple diamond pad

Step 3: Apply second coat

Step 4: Buff with Purple Diamond Pad

Case of purple diamond pads = \$160

***Contractor Charges

T-Rx includes cleaning.

3M includes cleaning and burnishing©2015 Essential Industries, Inc.

