

	Ersa		Brand X
Systems	15		15
Iron (Fe) Plating (Microns)	600		200
Average Tip Price	\$13.50		\$15.00
Operational Hours per Week	40		40
Expected Tip Life (Hours)	40		20
Weekly Tip Usage per Station	1		2
Weekly Tip Costs per Station	\$13.50		\$30.00
Weekly Tip Costs (Site)	\$202.50		\$450.00
Annual Tip Costs (Site)	\$10,530.00		\$23,400.00
Potential Annual Savings	\$12,870.00		

<-- 2-3 times the Iron Plating of our competition

<-- Due to increased Iron plating we expect a minimum of 2 times the Tip Life

<-- Half as Many Tips per week

<-- Tip Cost x Qty. Systems