

Multiple Product Applications comparison calculator

Initial Capital Expenditure	EBC Solutions	Alternative	Whole of life costing (30 Years) excluding initial CAPEX	EBC Solutions	Alternative
Main top coats such as stains, Paint, Nu Pave, etc					
Project information			Recoating Estimates		
Total surface area m2			No of coats for recoating		
No of Coats			Total Recoat Cost as % of initial application		
Labour rate Per hr \$A			No off recoats for whole of life		
Product information			Removal of Existing Coating		
Cost /15 or 20 L Ex GST \$A			No removals over 30 yrs		
Actual Min spread rate m2/L			Cost per removal (eg grinding/ stripping, etc)		
Actual Max spread rate (m2 / L)			Resurfacing or replacement over 30 years		
Total paint L (av Spread rate)			cost of Resurfacing		
Container size (15, 10, 5) litres			cost of replacement of substrate		
Application cost information			cost of lost time in application and space reuse		
Labour Rate / m2 / coat \$A			Cost to return to site for all coat to dry .\$/coat		
Estimate application Total labour (Preparation and travel excl.) hrs			Cost to reuse space (eg car park/ hotel room, ind Kitch) \$		
Priming or first coat in multiple products application			Hard Wearing final coats such as Clear Anti Slip		
No of Coats			No of Coats		
Actual Min spread rate m2/L			Actual Min spread rate m2/L		
Actual Max spread rate (m2 / L)			Actual Max spread rate m2 / L)		
Total paint quantity			Total paint quantity		
Container size litres			Container size litres		
Price per bucket size nominated			Price per bucket size nominated		
Cost Ex GST \$A			Cost Ex GST \$A		
Labour estimate(1hr /100m2)			Labour estimate(1hr /100m2)		
No of recoats in 30 years			No of recoats in 30 years		
Total Recoat Cost as % of initial application			Total Recoat Cost as % of initial application		
Results	EBC	Alternative			
Immediate cost Material \$A			Net Total Savings	Materials	Labour
Immediate cost Labour \$A			Net savings Immediate		
Whole of life cost Materials			Net savings Whole of Life		
Whole of life cost Labour			Net Total Savings		
Initial CAPEX rate M2 total			Whole of life cost over 30 yrs		

How to fill table to establish application true Values:

1 - Fill in Each [Alternative] square with information you have obtained for other alternative products and based on your experience. If not able to on some, Put the digit 1.

2- Calculation Details:

o Area should be total surface area to be covered. Actual spread rates should be used not theoretical o For the cost of coatings for alternative products, add the cost of all product types required for the application Including primer if recommended, use average and use correct no of coats in the appropriate square as a total.
o If the spread rate is known through experience, enter minimum and maximum spread rates or same number if the same. In our case a second coat spread rate is always higher than the 1st. o Enter the appropriate values for the various products being used for the same application. Up to 3 types can be entered including priming/undercoat.

3- Establish the time to apply alternative products on initial application.

o Generally 2 of our coatings are equivalent to 3 of others. Some have additional products for added hardness to equal ours o DIY rates are used in our estimates.
o Insert Commercial and trade values based on experience. Our coatings are easier flowing and thinner and cover better. o Our installation times are better or at worst equal

4- Evaluate maintenance and recoating costs. This section is generally dictated by your own previous experience and the product warranty issued. Ensure fading and chalking are part of the warranty as it is critical in establishing recoating frequency and localised repair.

EBC Solutions Can locally repair because coatings do not fade, chalk or yellow. Recoating needs only cleaning and one coat without primer

Alternatives: o localised repair may not be possible because they fade, yellow or chalk. (review warranty conditions for these specific items) o Recoating may involve more than one coat. o More than cleaning is generally required. o Review preparation requirements and consider difficulty and cost in preparing existing surface (sanding, removal, etc

5- Recoating over 30 years: Fill recoating section based on your experience and with your labour rates.

o The No of times previous coatings have to be removed to recoat. o Costs and Number of removals depend on the product being used o Our values are as they should be. clarify with our staff if uncertain o Use your own labour rates. o If you are uncertain, please write or call with your specific clarification request

6- Recoating costs break up used in the calculations

o Recoating cost is assumed as % of initial installation. This should be between 50% to 100% and depends on No of coats required to be applied. This may be exceeded if special requirements are specified
o Ensure that the labour costs for removal of existing coating is the same as the alternative per removal as a maximum. call or write for clarification
o Our costs of recoating is never higher than other products.

7- General Considerations -

o Where special or laborious preparation is required by others include price separately. We have alternative coating to avoid items such as Grinding. Speak to us or send enquiry by email. o Identify impacts relating to your time loss and discomfort in DIY, o In Commercial applications it becomes tangible. This includes return to site, long waiting times between coats, time to reuse space, etc o Add to your costs separately

Guide to Queries and things to look for:

No of coats required: ask if the following are also required:

- o Primer coat,
- o intermediate coats for the required finish(some can be up to 4), Use actual spread rates not theoretical.
- o additional coats for external application or hardening.
- o Special preparations for new or existing products. (diamond grinding, in between coats sanding, etc)

For recoating: Look for warranty conditions to include “ Chalking, yellowing, fading” (these can occur in as little as 2 years or less) :

- o In years how often is it recommended to recoat.
- o How many recoats before you need to remove existing coating due to thickness and strength of coating.
- o How many top coats for reapplications.
- o Can you do localised repairs in future and up to how many years.

Qualifications and Notes as a Guide

EBC Solutions Product	Alternative Products
Costs are calculated at the 15 or 20 L Rate as noted in table. High performance and durability should be considered.	Alternative coatings generally have higher VOC levels. For example in stains, When comparing products to our coating, consider quality, durability and recoating frequencies to keep substrate in good condition.
Spread rates are actual not theoretical. Investigate and use actual. Let us know if theoretical is used.	Some products will require 3-4 coats to come close to our coating. Evaluate required coats for specified finish, warranty and wear and tear.
Our 2 coats are equivalent to others 3 coats. Finishes are unchallenged. Properties unchallenged	Ensure that Work, Health and Safety requirements are satisfied-: walkways, bridges, sloping surfaces, pool decks should require R12 and P4 and P5 ratings for wet and dry conditions and Non toxicity.
Coatings do not require removal in whole of life considerations only light sanding if any. However we have allowed 1 off to be conservative. Only one coat is required at 65 microns(0.065mm) where necessary and without primer.	Make sure that anti slip products are not abrasive. Some may be dangerously abrasive. And Finishes are miles apart. Consider and evaluate.
Our products do not yellow , chalk or fade. Can be locally repaired or recoated. All our applications can be completed on the same day or less. Our coatings universally applicable in almost all locations possible including sea side. Ask for guidance on special applications	Labour prices vary locally and globally. Please insert your own labour pricing for initial application and recoating over the life of the product for your locality.
Stain plus and wash series share common traits . And do not need priming. Refer to our product sheet for more specific details.	Almost none of the applications are completed on the same day. Confirm drying times and recoating waiting times.
Warranties and recoating: our coating warranty will exceed other warranties in years and is dependent on how extensive wear and year is.	Warranties and recoating: On some floor coatings reapplication can be as often as 6 monthly. Consider what is written on the warranty. If not explicitly stated it is not covered.

About the results:

The data you enter will be compared with our product input and returned to you for review and consideration. These Results are close estimates to provide better understanding of true cost associated with any paint application than Price per Litre and once off application cost. This provides the means to put value and simplicity to paint selections.

Final results: Square meter rates are based on first capital expenditure of the application. The whole of life costing show savings that are essential considerations together with finishing qualities over a 30 year period

Positive results means true savings using our products. These are divided into current Capital expenditure and whole of life cost over a period of 30 Years.

Sustainability is best served when you are guaranteed to not replace the substrate in a life time.

Considerable value added when you Preserve what you love continuously and beautifully

DIY or contracted Labour and inconvenience are high value items in your consideration

Further support and Improvements

For Special Consideration or assistance, Please send your completed calculator by email with brief description of application and we will evaluate same day.

We welcome any comments on improving the calculator and any corrective information to ensure that our calculator reflects the true costs of applications