

**Rikett Quartz Tile (RQT) vs. VCT
Total Cost of Ownership (TCO)**

1) Tile Quality:

- a. RQT: .080 in. (2.0mm) x 24 x 24 (2 SQF) vs. VCT: .125 in. (3.2mm) x 12 x 12 (1 SQF).
- b. RQT offers faster installation with fewer seams.
- c. RQT is a very stable tile so there is less shrinkage than VCT.
- d. Large format tile allows superior design flexibility.
- e. RQT is manufactured with Bio-Based, non-food plasticizers – no harmful Phthalates (passes CPSIA test)
- f. RQT is made with an industrial grade polyurethane coating (PUR), VCT is not.
- g. RQT meets LEED v4 guidelines and is 3rd party certified for VOCs
- h. Wear Warranty – VCT is typically 5 years. RQT is 20 years.

2) Performance:

- a. Quartz is harder than VCT with a MOHS hardness scale rating of 7. VCT’s rating is 3. (Diamond is 10)
- b. RQT is thinner, but more flexible, so it is less likely to crack or break than VCT.
- c. RQT will not telegraph subfloor irregularities any more than VCT.
- d. RQT’s ASTM F970 modified Static load is over 3000 PSI. VCT is an average 75 PSI.
- e. RQT performs better at .080 gauge (2.0mm) than VCT at .125 gauge (3.2mm).
- f. The 37.5% thinner RQT tile offers a better carbon footprint – less raw material, more tiles in a package, less energy to transport, less waste, longer lifecycle.
- g. VCT absorption rate is 7%-15%. Rikett Quartz Tile is 0.3%. This means easy maintenance and better resistance to stains, bacteria, and mold.

3) Maintenance:

- a. VCT (Calcium Carbonate) is porous and requires a sealer. Non-porous RQT (Quartz) requires no sealer.
- b. New VCT floors require stripping, sealing and polishing with 5-8 coats of finish. This is not necessary with RQT with PUR finish. Instead, just clean RQT with a neutral cleaner as needed. This may save an average of up to \$1.50/SQ FT per year in maintenance costs.
- c. VCT requires a high frequency of “strip and recoat” over its lifetime. RQT does not.
- d. Regular sweeping, spot removal and cleaning with a scrub brush should do the job with RQT
- e. Depending on traffic levels and desired appearance, applying a finish is optional with RQT.

Lifecycle Cost Analysis*

Average Installed Cost: RQT vs. VCT – Year 1

<u>Year 1</u>	<u>RQT</u>	<u>VCT</u>
Material	\$2.00	\$0.75
Installation	\$1.25	\$1.00
<u>Initial Maintenance</u>	<u>\$0.25</u>	<u>\$ 0.75</u>
Total First Year Cost	\$3.50	\$2.50

*Approx. installed cost of RQT Classic vs. Standard VCT based on 1-2 colors, 10,000 SQF installed and following manufacturers installation and maintenance recommendations. Non-Union, regular-time labor rates apply

20-Year Lifecycle Cost Analysis
10,000 SQ FT

Year	VCT	RQT	SF Savings	Annual Savings 10K SF	Notes
1	\$2.50	\$3.50	-\$1.00	-\$10,000	
2	\$4.50	\$4.25	\$0.25	\$2,500	RQT <24 month break even
3	\$6.50	\$5.00	\$1.50	\$15,000	
4	\$8.50	\$5.75	\$2.75	\$27,500	
5*#	\$10.50	\$6.50	\$4.00	\$40,000	VCT - Warranty Expires
6	\$12.50	\$7.25	\$5.25	\$52,500	
7	\$14.50	\$10.25	\$4.25	\$42,500	RQT- Recoat Polyurethane
8	\$16.50	\$11.00	\$5.50	\$55,000	
9	\$18.50	\$11.75	\$6.75	\$67,500	
10**	\$27.50	\$12.50	\$15.00	\$150,000	Replace VCT
11	\$29.50	\$13.25	\$16.25	\$162,500	
12	\$31.50	\$14.00	\$17.50	\$175,000	
13	\$33.50	\$14.75	\$18.75	\$187,500	
14	\$35.50	\$17.75	\$17.00	\$170,000	RQT- Recoat Polyurethane
15	\$37.50	\$18.50	\$18.25	\$182,500	
16	\$39.50	\$19.25	\$19.50	\$195,000	
17	\$41.50	\$20.00	\$20.75	\$207,500	
18	\$43.50	\$20.75	\$22.00	\$220,000	
19	\$45.50	\$21.50	\$23.25	\$232,500	
20**+	\$47.50	\$22.25	\$24.50	\$245,000	Replace VCT
					RQT Warranty Expires

Notes:

VCT warranty expires in 5 Years

*RQT warranty expires in 20 years

* Add \$3.00 SF for PU Coating Application every 5 years

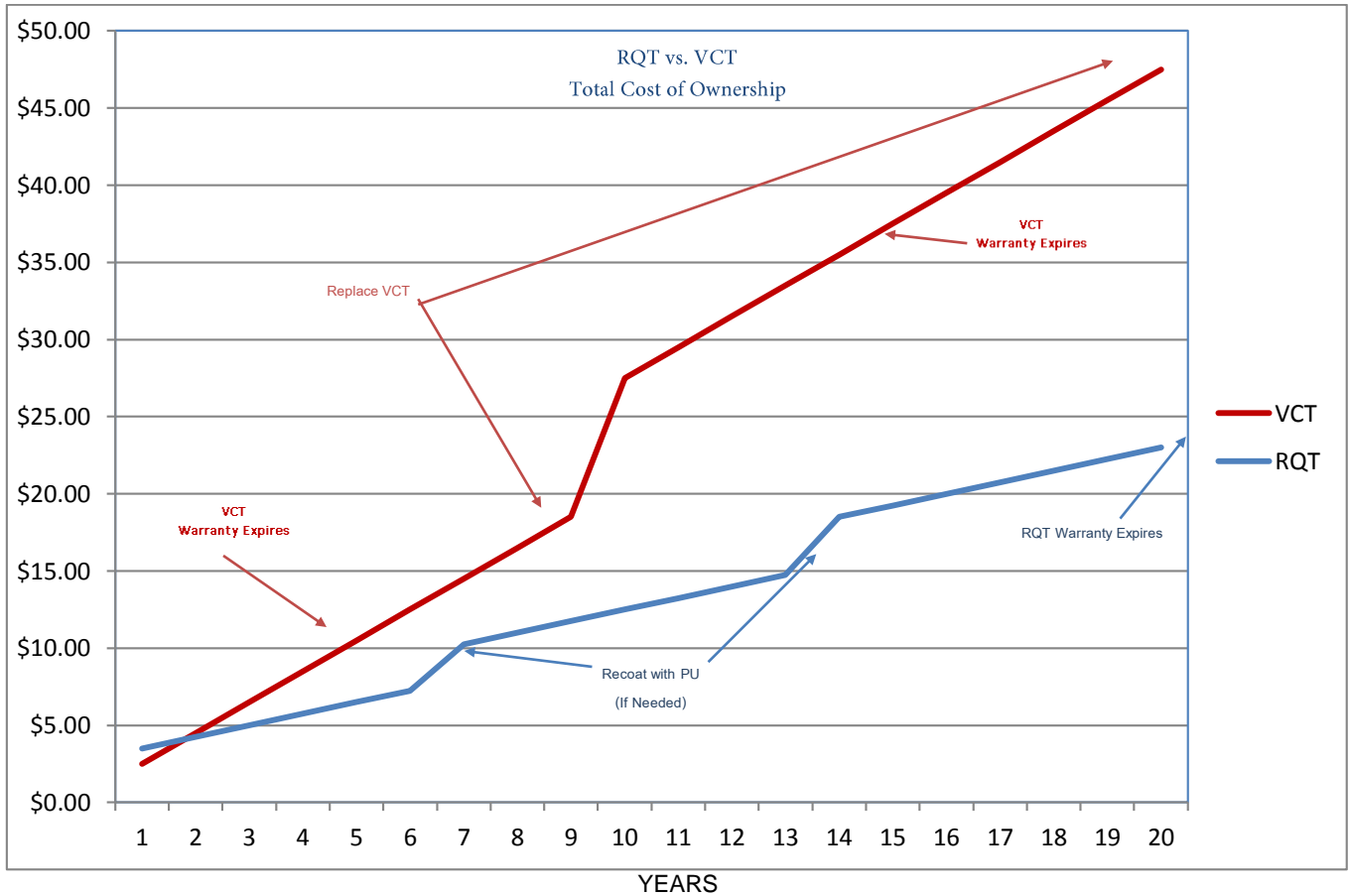
** Add \$7.00/SQF for VCT Replacement, including removal and disposal after 10 years

Maintenance required for retaining appearance:

VCT: Sealer plus 5 - 8 coats of polish after initial post-installation treatment, strip and recoat 2-3 times per year estimated at \$2.00/Sq. Ft. average cost per year. Replace after 10 years at \$7.00/Sq. Ft., including removal and disposal, floor prep, a new floor - including \$2.00 SQ FT for removal and disposal plus \$2.00 maintenance for a total of \$7.00 SQ FT, (not indexed for inflation).

RQT: Scrub with neutral cleaner and apply 2-3 coats of optional finish. Use non strip finish, if needed. \$0.75/Sq. Ft average cost. If needed or desired, recoat with Polyurethane every 7 years.

Cost Estimates: All maintenance material costs are estimated using manufacturer’s published prices. Labor costs are estimated using average cost data obtained from The Official ISSA 540 Cleaning Times by John Walker (c) 2009. (See Comparison Chart on next page)



Total Cost of Ownership for 10,000 SF = Total Materials Installed Cost + Lifetime Maintenance Costs¹ (NPV)

	VCT (20yrs)	RQT (20yrs)
1. Annual Maintenance Cost ¹ (SF)	\$2.00	\$0.75
2. Lifetime Maintenance ¹ – 20 Years (SF)	\$47.50 ¹	\$22.25 ¹
3. NPV Maintenance Costs – 20 Years @ 3%	\$17.02	\$8.90
4. Total Materials Installed (SF):	\$2.50	\$3.50
5. Total Cost of Ownership (SF)	\$19.52	\$12.40
Savings (SF)	\$0.00	\$7.12
\$ Savings – 10K SF Project	\$0.00	\$71,200.

¹ Lifetime Maintenance (NPV) includes Replacement/Recoat costs – replacement of VCT at 10 years @ \$7.00/SF and polyurethane recoat applications for LVT every 7 years @ 3.00/SF.