

Estimated Total Savings of Standard Textile Engineered Products for  
Aston Aqua Hotels:

<b>Room Ready For You® Laundered With Tide® Savings</b>	
Terry Savings	<b>\$5,230.73</b>
Sheeting Savings	<b>\$7,340.94</b>
<b>Estimated Room Ready Savings</b>	<b>\$12,571.67</b>

<b>Centium Core® Longer Life Savings</b>	
Terry Savings	<b>\$7,897.48</b>
Sheeting Savings	<b>\$13,731.40</b>
<b>Estimated Longer Life Savings</b>	<b>\$21,628.88</b>

<b>Total Savings</b>	
Room Ready For You® Laundered With Tide® Savings	<b>\$12,571.67</b>
Centium Core® Longer Life Savings	<b>\$21,628.88</b>
<b>Estimated Total Savings</b>	<b>\$34,200.55</b>

**Room Ready for You Laundered With Tide Savings for Aston Aqua Hotels**

**Assumption:** Average Laundry Cost per lb of \$ 0.42

<b>Terry</b>					
Product	Weight lbs./dz	Weight lbs./ea	Estimated Annual Quantity Purchased	Estimated Annual Weight Purchased	Estimated Annual 1st Processing Savings
EuroClassique Bath Towel	17.00	1.42	5,517	7,816	\$ 3,282.62
EuroClassique Hand Towel	5.50	0.46	5,517	2,529	\$ 1,062.02
EuroClassique Wash Towel	1.50	0.13	5,517	690	\$ 289.64
EuroClassique Bath Mat	10.50	0.88	1,623	1,420	\$ 596.45
<b>Total Annual Room Ready Savings for Standard Textile Terry</b>				12,454	<b>\$ 5,230.73</b>

<b>Sheeting</b>				
Product	Estimated Weight lbs./ea	Estimated Quantity Purchased (eaches)	Estimated Annual Weight Purchased	Estimated Annual 1st Processing Savings
Comfortwill Stripe King Flat Sheet	2.41	2,922	7,042.02	\$ 2,957.65
Comfortwill Stripe Queen Flat Sheet	1.98	3,894	7,710.12	\$ 3,238.25
Comfortwill Stripe King Pillowcase	0.34	3,897	1,324.98	\$ 556.49
Comfortwill Stripe Queen Pillowcase	0.27	5,190	1,401.30	\$ 588.55
<b>Total Annual Room Ready Savings for Standard Textile Sheeting</b>			17,478	<b>\$ 7,340.94</b>

**Total Room Ready Savings with Terry & Sheeting Option** \$ 12,571.67



\*\*estimated savings based on 70% occupancy



**Estimated savings due to longer product life of CentiumTerry:**

Our superior quality and product tensile strength results in longer product life as follows:

**Our Centium Core Technology Terry** is approximately 50% stronger than 100% Cotton Terry. Considering loss due to mysterious disappearance, stains, etc. we estimate Centium Core Technology Terry will achieve 35% longer life than the current product.

Assuming Aston Aqua Hotels achieves 50 washes out of its current generic product, then:

Bath Towel	Option 1- 100% Cotton	Option 2 - Centium Terry
Life (processings)	50	68
Purchase Price (each)	\$ 7.50	\$ 8.80
Purchased Quantity	5,517	4,087
Servings	275,850	275,850
Acquisition Cost	\$41,377.50	\$35,962.67

Hand Towel	Option 1- 100% Cotton	Option 2 - Centium Terry
Life (processings)	50	68
Purchase Price (each)	\$ 2.85	\$ 3.78
Purchased Quantity	5,517	4,087
Servings	275,850	275,850
Acquisition Cost	\$15,723.45	\$15,447.60

Wash Towel	Option 1- 100% Cotton	Option 2 - Centium Terry
Life (processings)	50	68
Purchase Price (each)	\$ 1.20	\$ 1.08
Purchased Quantity	5,517	4,087
Servings	275,850	275,850
Acquisition Cost	\$6,620.40	\$4,413.60

	Option 1- 100% Cotton	Option 2 - Centium Terry
Estimated Total Acquisition Cost	\$63,721.35	\$55,823.87
Estimated Longer Life Savings		<b>\$7,897.48</b>

**This demonstrates how Aston Aqua Hotels may chose to upgrade the quality of their textiles while reducing overall cost.**

\*\*estimated savings based on 70% occupancy



**Estimated savings due to longer product life of STC engineered sheeting products:**

Our superior quality and product tensile strength results in longer product life as follows:

**ComforTwill** is 73% stronger than T-250 percale. Yet, considering loss due to mysterious disappearance, stains, etc. we estimate ComforTwill will only achieve 50% longer life.

Assuming Aston Aqua Hotels achieves 75 washes out of their current generic product, then:

	Option 1 T-250	Option 2 ComforTwill
<b>King Flat Sheet</b>		
Life (processings)	75	112.50
Purchase Price (each)	\$ 16.99	\$ 22.42
Purchased Quantity	2,922	1,948
Servings	219,150	219,150
Acquisition Cost	\$49,644.78	\$43,674.16

*The # of servings represents your demand, which is independent of the product*

	Option 1 T-250	Option 2 ComforTwill
<b>Queen Flat Sheet</b>		
Life (processings)	75	112.50
Purchase Price (each)	\$ 13.60	\$ 18.67
Purchased Quantity	3,894	2,596
Servings	292,050	292,050
Acquisition Cost	\$52,958.40	\$48,467.32

	Option 1 T-250	Option 2 ComforTwill
<b>Pillowcase</b>		
Life (processings)	75	112.50
Purchase Price (each)	\$ 2.45	\$ 2.73
Purchased Quantity	5,190	3,460
Servings	389,250	389,250
Acquisition Cost	\$12,715.50	\$9,445.80

	Option 1 T-250	Option 2 ComforTwill
Estimated Total Acquisition Cost	\$115,318.68	\$101,587.28
Estimated Savings	N/A	<b>\$13,731.40</b>

**This demonstrates how Aston Aqua Hotels may choose to upgrade the quality of their textiles while reducing overall cost.**

\*\*estimated savings based on 70% occupancy

**TERRY**

King Rooms:	QTY	Rooms	Ext. QTY	70% Occupancy
Bath Towels	3	464	1391	974
Hand Towels	3	464	1391	974
Wash Towels	3	464	1391	974
Bath Mat	1	464	464	325

  

2-Bed Queen Rooms:	QTY	Rooms	Ext. QTY	70% Occupancy
Bath Towels	4	309	1236	865
Hand Towels	4	309	1236	865
Wash Towels	4	309	1236	865
Bath Mat	1	309	309	216

  

Terry	Totals	Totals at 70% Occupancy
Bath Towels	7882	5517
Hand Towels	7882	5517
Wash Towels	7882	5517
Bath Mat	2318	1623

**SHEETING**

King Rooms:	QTY	Rooms	Ext. QTY	70% Occupancy
King Flat Sheet	3	464	1391	974
King Pillowcase	4	464	1855	1299

  

2-Bed Queen Rooms:	QTY	Rooms	Ext. QTY	70% Occupancy
Queen Flat Sheet	6	309	1854	1298
Standard Pillowcase	8	309	2472	1730

  

Sheeting	Totals	Totals at 70% Occupancy
King Flat Sheet	4174	2922
Queen Flat Sheet	5562	3894
King Pillowcase	5566	3897
Standard Pillowcase	7416	5190

<b>PAR</b>	<b>3</b>
<b>TOTAL ROOMS</b>	<b>773</b>
<b>LAUNDRY COST PER LB</b>	<b>\$ 0.42</b>
<b>ROOM COUNT</b>	
2-Bed Queen	<b>309</b>
1-Bed King	<b>464</b>
<b>Occupancy</b>	<b>70%</b>