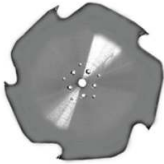



## Peterson Maintenance Costs vs Swingblade Competitor

- When comparing maintenance costs with the nearest competing swingblade mill, there are many Peterson components constructed of more durable materials such as stainless steel and aluminium instead of mild steel and plastic. For example, the nearest competitor's mill is supplied with a spare Gas Strut. This is obviously an expected wear/replacement item that the Peterson Mill does not require. Plastic guards on this competitor's mill have also been known to wear through – something that has not happened in 10 years+ on any of Peterson's Alloy guards.
- Assuming however, that most maintenance costs are comparable on all three of the key competing swingblade brands, let's just look at sawblades only.
  - **Better Blade Technology** - Owners of Peterson blades report less frequent re-tensioning than competitor's blades, due to more robust plate design. Even at shows, competitor's operators have struggled to make deep cuts, the blades have shown more flex & vibration, and the resulting boards have been rougher.
  - **Longer Blade Life** – It is frequently noted that the nearest competitor's second hand mills are often advertised with a very high number of accompanying blades, often 4 – 8 blades or more. These competitors themselves state they sell a very high number of blades per owner per year – far more than Peterson sell. This clearly shows that Peterson blades last longer and need less maintenance.



"There's lots of other blade copies around, but none as good as the Peterson. You get what you pay for. The Peterson blades have a far superior design and perform much better. I only re-tension when needed approx every 300 hours. Petersons also worked real close with me to get strobe knives installed on my blades. I was amazed how much of a difference they made. My blades are even flying through tough, fibrous cottonwood like nobody's business! Overheads are minimal and maintenance is p-nuts; there's nothing that can't be fixed for a few dollars real easy." Jerry Wagner, USA

Competitor's swingblade mills  	Thinner, more flexible blade plate, more frequent re-tensioning.	Re-tension required every month x 2 blades	2 x \$40 tension costs x 12 months = <b>\$960</b> p/annum in tensioning costs	<b>WITH A PETERSON:</b>  <b>Save \$480 per year in blade tensioning</b>  PLUS  <b>Save \$67 per year in replacement blade costs</b>
	In 2012 Competitor A sold blades at ratio of 38% to number of owners. That's on average a new blade every 2 ½ years.	38% of replacement blade cost approx. \$250	= <b>\$95</b> per year in replacement blade costs	
Any Peterson mill  	More robust blade plate, more tips so less load on each tooth	Re-tension required every 2 months x 2 blades	2 x \$40 tension costs x 6 months = <b>\$480</b> p/annum in tensioning costs	
	In 2012 Petersons sold blades at ratio of only 6.5% to number of owners. That's on average a new blade only every 15 years.	6.5% of replacement blade cost \$437	= <b>\$28</b> per year in replacement blade costs	

*"I've sawn one hell of a pile of lumber with my Peterson mill and it essentially looks like new. There is nothing, to my knowledge, that shows any sign of wear or fatigue beyond the usual little wheels and belts that I'm thrilled to be wearing out. In the nine years I've had the mill, I've spent well under \$300US on maintenance and repair, which ranks right up there with the most reliable equipment money can buy. Your product speaks to the seriousness of your intentions and your commitment to producing the most effective and reliable portable mill on the market."* – Jeff Sincell, USA



**Assumptions;**

Workings are based on actual owner feedback

Logs are 2' diameter, 14' long, easy cutting

Sawing 2x4s for rough-sawn framing

Operator works 8 - 5pm, 1 hour lunch, for an 8-hour day

Using 60% recovery, there are 33 boards or 287 b/ft from each log

Sole Operators work 4 days p/week, 40 weeks p/year

Owners' personal time is valued at \$50 per hour

Two-person Teams work 5 days p/week, 45 weeks p/year

Contract sawing rate OR est profit on buying/sawing/selling is 30c b/ft



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