

## Elevator Comparison Worksheet Tool

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*Price and value are different - educated clients make wise decisions*

It is common for quotes to have irrelevant information to make it difficult to compare quotes. This worksheet will help you to remove the and focus on the issues. Get the best deal you can!

	Elevator Boutique	Competitor Name	Competitor Name
<b>Elevator Price</b>			
<i>Suppliers can have hidden extras, make sure you get a no extras guarantee that is enforceable - examples of extras below</i>			
Quote price	(copy from quote)		
Prestige finishes	Included	eg \$2,350+GST	
Insurance (home warranty)	Not required	eg \$500+GST	
Changes to drawings and design	Included	eg extra	
Interest on overdue payments	Subject to foreign currency fluctuations and interest, if payment is made late	eg 3% + Westpac rate	
Tax (does inclusive of tax mean the same as Tax free? - when your elevator is Tax free, get the full discount)	GST free if applicable		
Storage fees (overseas)	Included	eg \$250 + GST/ week	
Storage fees (in America)	\$850	eg \$250 + GST/ week	eg \$120/ week
Free storage period in total	1 month if payment 3 is paid early	eg: none	eg: none
Delivery to warehouse for container unpacking	Included	eg: none	
Delivery to site from unpacking container	Included	eg \$995+GST	
Scaffolding of elevator shaft	From \$1,000 subject to number of floors	eg: average cost is \$2,000	
Base floor of elevator car	Included	eg: supply aluminium plate	
Rubbish removal	Not included	eg: not included	
Project management support	Included	eg: not available	
<b>Total Extras Likely in Elevator Price</b> (sum the above and be realistic)			
<b>Service Cost</b>			
<i>Service has a value, and comprehensive is the most valuable. Ongoing costs can be substantial and many elevator companies have a printer cartridge business model.</i>			
Year 1 parts plus comprehensive service	Included		
Year 2 parts plus routine Service	Included	eg \$350+GST x 2 PA	
Year 3 parts plus routine Service	Included	eg \$350+GST x 2 PA	
<b>Total Extras Likely in Elevator Servicing</b> (sum the above and be realistic)	NONE!		
<b>Cash Flow and Security</b>			
% offsite payments pre-manufacture plus shipping from Italy (for Italian elevators this is approximately 4 months and if the supplier fails you will lose your money - <b>check credit ratings</b> )		50%	eg 80% eg 65%
% offsite payments pre-installation (you have equipment but not installed, you have parted with this much money, it affects your security)		90%	eg 95% eg 90%
Pre manufacture days where no price adjustments for currency fluctuations or other reasons (imported products are affected by exchange rate fluctuations - minimise your risk)	9 months		eg: 90 days
Price change for delays (suppliers can put in a clause that if your original completion date is delayed by a mere 8 weeks, they can charge extra.	1 year		eg 8 weeks
Changes to design without notice to you (if they want to make unilateral changes they can - read the fine print)	not allowed		: subject to change without notice
<b>Extra Cost</b>			
Expected useful life of the elevator	30 years plus		
Additional install costs, like general contractors etc			
Removal and restore house to original condition cost.			
<b>Total Extras Likely</b> (sum the above and be realistic)	NONE!		
<i>Divide by your expected value period in years, to get your true cost per year. - we hope we helped solve your purchase problem.</i>			