

## Best Value

- We care that the Melcourt product you choose meets your specification and purchasing criteria.
- We have a full product range, in all market sectors, to satisfy all budget or site requirements. This includes, low price, short life products, through to deluxe materials lasting many years.
- We recognise that over recent years, there has been tremendous downward pressure on budgets, resulting in the 'lowest price today' being the main buying criteria, rather than the 'whole-life product costs'. We have set out below a general example applicable to Best Value in the Landscape and Play market sectors to illustrate this point.
- We have an increasing number of customers who now appreciate and enjoy the full benefits of 'Best Value'.
- From our experience built over many years, we would be delighted to explain to you how you can also benefit from 'Best Value'

## Best Value Illustration

How does 'Best Value' apply to products?

Consider two landscape/play products:

Product A – Higher Cost, High Specification  
Product B – Lower Cost, Lower Specification

Product Name	Cost per m <sup>3</sup> Delivered	Minimum Installation Depth	Settlement after 30 days	Durability
Product A	£40	200 mm	10%	4 - 6 years
Product B	£25	200 mm	15%	2 - 4 years

Although Product B has a lower cost per m<sup>3</sup>, when you take into account the initial spreading depth, natural settlement and life expectancy, Product A represents far better value for money.

Taking the 'whole life' cost into account, the relative costs per m<sup>2</sup> are:

Product A	£1.76 per m <sup>2</sup> per year
Product B	£1.92 per m <sup>2</sup> per year

When you then add into the equation :-

- Product A is the better specified product

then.....the 'Best Value' decision is obvious.



## Contact

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