

ATTENTION: Furniture Builders and Store Fixture Manufacturers

Still using paper cylinders? You're not saving the bucks you think!

Compare paper tubes to Molded Plywood Cylinders

Keller cylinders are the best in the business and the OEM's first choice for quality. Our elegant, one-piece construction makes our cylinders strong and durable. If you are still using paper tubes, we invite you to complete our cost comparison worksheet to see just how affordable Keller cylinders are.

- How much does it cost to sand the waxy finish off of the paper and if needed sand them round?
- Do you paint or wrap them? Add the price of filling in the spirals beforehand.
- Don't forget the cost of applying sealant so glue or paint will spread evenly.
- If your final product is exposed to high humidity it may delaminate, bubble or warp.

Are the small savings, if any, worth the risk to your reputation?



The O. E. M.'s First Choice for Quality

KELLER PRODUCTS, INC.

P. O. BOX 4105, 41 UNION STREET
MANCHESTER, NH 03108 USA

TOLL FREE (877) 209-9359 PHONE: (603) 627-7887 FAX (603) 627-3110

Email: Sales@kellerproducts.com

WWW.KELLERPRODUCTS.COM

WOOD CYLINDERS & COLUMNS • TAMBOURS • PLASTIC EXTRUSIONS • FILE HANGERS & CLIPS

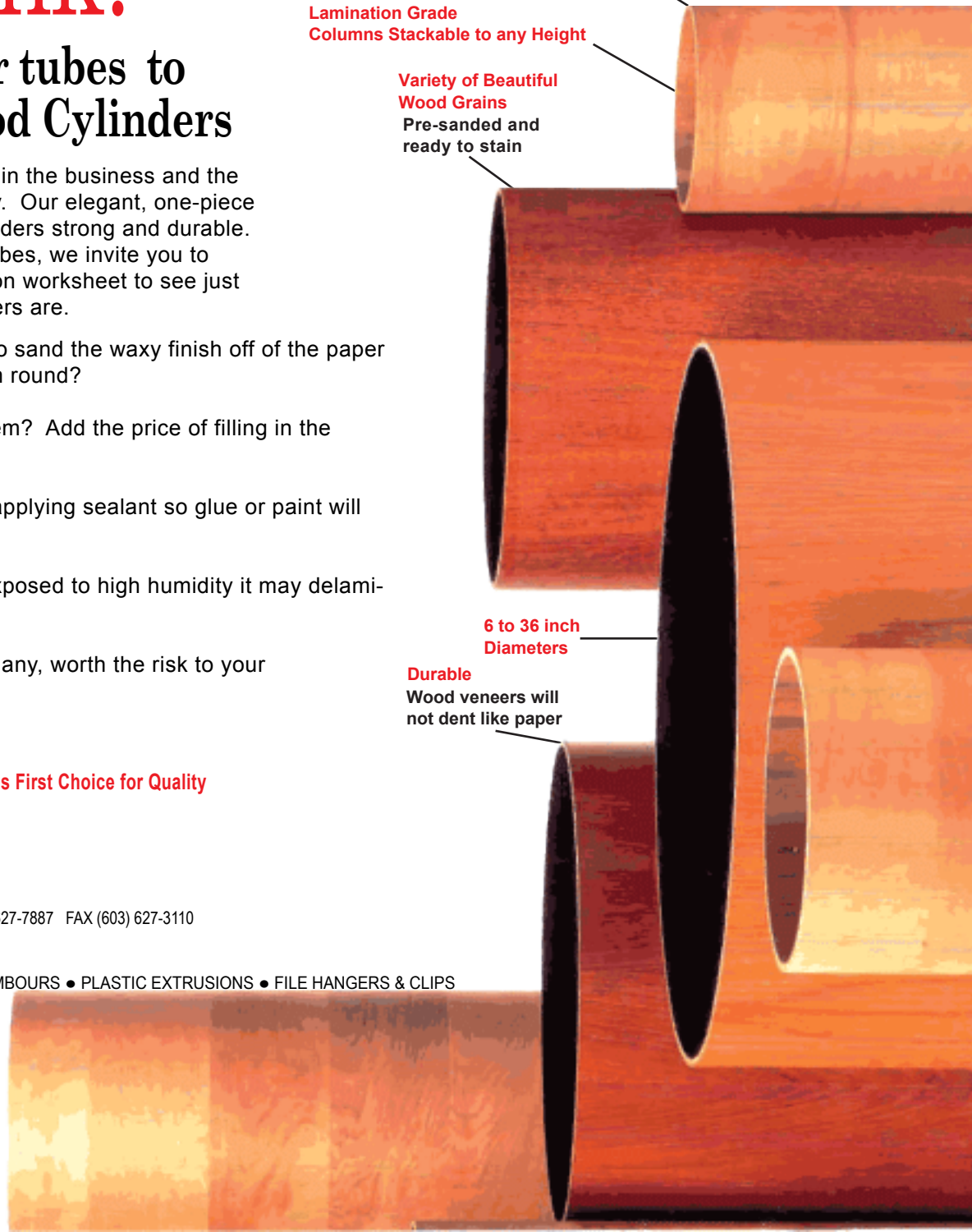
One Piece Construction
No delamination or warpage

Lamination Grade
Columns Stackable to any Height

Variety of Beautiful
Wood Grains
Pre-sanded and
ready to stain

6 to 36 inch
Diameters

Durable
Wood veneers will
not dent like paper



COST COMPARISON WORKSHEET



Paper Tube Cost **A** \$ _____

Wood Cylinder Cost **A** \$ _____

FINISHING OPERATIONS	EST. TIME TO COMPLETE	
1 CUT to size from longer lengths	5 minutes	
2 PRE-SAND to remove waxy surface	20 minutes	
3 APPLY SEALANT of 1 or 2 coats, include drying and clean-up time	25 minutes	
4 CUT, SPLICE & PRE-BEND the veneer face to be used	15 minutes	
5 APPLY ADHESIVE to both paper and back of veneer, include drying and clean-up time	30 minutes	
6 APPLY VENEER then roll, trim and/or sand	120 minutes	

FINISHING OPERATIONS	EST. TIME TO COMPLETE	
1 N/A	—	
2 N/A	—	
3 N/A	—	
4 N/A	—	
5 N/A	—	
6 N/A	—	

TOTAL ADDITIONAL TIME TO COMPLETE: **3.6 hours**
 X Labor Rate of \$ _____ per hour **B** \$ _____

TOTAL ADDITIONAL TIME TO COMPLETE: **0 minutes**
 X Labor Rate of \$ _____ per hour **B** \$ _____

POSSIBLE ADDITIONAL COSTS

1 REPAIR delaminated or bubbled veneer (if possible) +\$ _____

2 SCRAP AND REPLACE entire piece if warpage or any delamination occurs +\$ _____

3 COST of customer returned goods +\$ _____

POSSIBLE ADDITIONAL COSTS

1 N/A +\$ _____

2 N/A +\$ _____

3 N/A +\$ _____

Grand Total of Costs **C** \$ _____

Grand Total of Costs **C** \$ _____



KELLER PRODUCTS, INC.
 P. O. BOX 4105, 41 UNION STREET
 MANCHESTER, NH 03108-4105 USA
 TOLL FREE: (877) 209-9359 (603) 627-7887
 FAX: (603) 627-3110 Email: Sales@kellerproducts.com
 www.kellerproducts.com