



Trilogy Tray Value



Based On 300 Feet Greenhouse - 3600 Total Trays

Description	Styrofoam Trays	Trilogy Trays
COST OVER 5 YEARS		
New Cost	3600 x \$2.25 = \$8,100.00	3600 x \$6.25 = \$22,500.00
Steaming Cost	3600 x \$0.30 x 4 years = \$4,320.00	No Steaming Cost
Replacement Trays 5% Over 5 Years	180 x \$2.25 = \$405.00	No Replacement Tray Cost
Hidden Cost—Labor and Time	Extra time cleaning, stacking, and loading = ?	Less time cleaning trays, no loading to steam! = ?
Total 5 Year Cost	\$12,825.00	\$22,500.00
5 Year/Tray Cost	\$12,825/3600 = \$3.56/Tray	\$22,500/3600 = \$6.25/Tray
Assuming 25 Trays/Acre	\$3.56 x 25 = \$89.00 /Acre	\$6.25 x 25 = \$156.25/Acre
Tray Cost/Acre	\$89.00/Acre/5 years = \$17.80/Acre	\$156.25/Acre/5 years = \$31.25/Acre

COST OVER 7 YEARS		
New Cost	(3600 yr 1 + 3600 yr 6) x \$2.25 = \$16,200.00	3600 x \$6.25 = \$22,500.00
Steaming Cost	3600 x \$0.30 x 5 years = (Year 2,3,4,5, and 7) \$5,400.00	No Steaming Cost
Replacement Trays 5% Over 1st 5 Years	180 x \$2.25 = \$405.00	No Replacement Tray Cost
Hidden Cost—Labor and Time	Extra time cleaning, stacking, and loading = ?	Less time cleaning trays, no loading to steam! = ?
Total 7 Year Cost	\$22,005.00	\$22,500.00
7 Year/Tray Cost	\$22,005/3600 = \$6.11/Tray	\$22,500/3600 = \$6.25/Tray
Assuming 25 Trays/Acre	\$6.11 x 25 = \$152.75 /Acre	\$6.25 x 25 = \$156.25/Acre
Tray Cost/Acre	\$152.75/Acre/7 years = \$21.82/Acre	\$156.25/Acre/7 years = \$22.32/Acre