

○ *The Same Elegant Setting
at Considerable Cost Savings*



WNA Upscale Disposables
\$2.90*

- *New each and every time!*
- *Always have the latest styles!*
- *No heavy lifting for staff!*
- *Able to handle any size event!*
- *Real \$ savings!*



Permanent Ware Ownership
\$4.20*

- *Large upfront investment*
- *High in-use inventory required*
- *Frequent replacement costs*
- *Labor to collect, scrape, and clean*
- *Heavy racks/trays to handle*



Permanent Ware Rental
\$6.71*

- *Delivery drop charges*
- *Damage fees*
- *Labor to collect and scrape*
- *Heavy racks/trays to handle*

Masterpiece™

China-Like Plastic Plates

Reflections™

Single-Use Silverware

Classicware®

One-Piece Plastic Stemware

* Cost per setting per event

Cost Comparison Per Setting for typical 75 person event:

	Typical cost to purchase Permanent Ware per setting	Permanent Ware ¹ Ownership per setting	Permanent Ware Rental ² per setting	WNA Upscale Disposables new each time
Dinner Plate 10"	\$3.50	\$0.14	\$0.50	\$0.89
Coffee Cup with Saucer	\$1.75	\$0.07	\$1.00	\$0.81
Flatware (3 piece)	\$5.00	\$0.10	\$1.20	\$0.23
Water Glass	\$2.00	\$0.08	\$0.55	\$0.18
Wine Glass	\$2.70	\$0.11	\$0.55	\$0.79
Initial Cost Comparison	\$14.95	\$0.50	\$3.80	\$2.90

Additional Costs Incurred:

Labor to collect & scrape³ Two @ \$18 per hour (Total time estimated at 3 hours)	\$1.44	\$1.44	\$0.00
Cost to clean Labor and other expenses	\$2.00	\$0.00	\$0.00
Cost to clean Rental surcharges ⁴	\$0.00	\$0.70	\$0.00
Drop charge ZIP code dependent	\$0.00	\$1.47	\$0.00
Financing cost when you buy Based on 5.7% interest rate	\$0.26	\$0.00	\$0.00
Total cost per person	\$4.20	\$7.41	\$2.90
		<i>\$6.71 when returned without cleaning</i>	

Savings Using WNA Disposables vs. Permanent Ware Options

31%

61%
57% when returned without cleaning

¹ Permanent Ware Ownership breakage/loss assumptions based on Oneida.com/FSTT handling web source.*
Permanent Flatware assumed to be replaced after 50 uses, all other pieces assumed to be replaced after 25 uses.
² Permanent Ware Rental cost is an average from five rental house price lists.
³ Permanent Ware Labor to collect & scrape is estimated using typical labor provided by ten independent caterers.
⁴ 35% of cost for Flatware & China rentals.
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Our plastic tableware products are recyclable where facilities exist.

Please support recycling in your community.

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