

# THE REAL WORLD IS NEVER PERFECT. COMPENSATE WITH Z-AC™

## HAVE YOU COUNTED YOUR COSTS?

How much are you and your customers really spending on installing, adjusting and servicing door units? Your costs don't stop at the door.

**MARGINS ARE RARELY,  
IF EVER, PERFECT.**



**JOB SITES AREN'T  
ALWAYS SQUARE, LEVEL  
& PLUMB.**



**SMALL PARTS CAN  
CAUSE BIG PROBLEMS.**



**WHEN IT COMES TO  
ADJUSTMENTS, EVERYONE  
GETS COLD FEET.**



## WHY DOES IT MATTER?

## BECAUSE YOUR CUSTOMERS DESERVE BETTER.

They want a sill that never has to be adjusted. They want a sill that performs when the opening isn't perfectly level. They want products that save money and prevent service calls. Stop settling for unnecessary costs and subpar door performance for you and your customers.

## START SAVING WITH THE Z-ARTICULATING CAP SILL.®

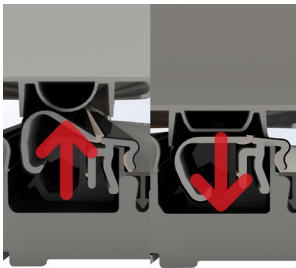


# Z-AC WORKS IN THE REAL WORLD.

The next generation Z-Articulating Cap Sill® has been tested and proven to outperform every other sill on the market, even in imperfect conditions, reducing the time and expertise needed to install a door unit, preventing performance issues that lead to door unit failure, and eliminating costly service calls. Stop settling for subpar door performance. Cut your costs and count your savings with Z-AC now.



## WHAT DOES Z-AC DO FOR YOU?



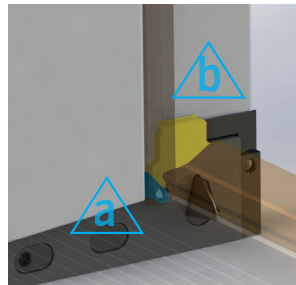
### WHO HAS TIME TO ADJUST?

No adjustment needed. Ever. Z-AC's unique articulating cap (2), compensates independently, up or down, +/- 1/8" along the width of the opening to form a consistent seal with the Z-AC Door Bottom (1) and overcome variations in vertical margins.



### TROUBLE IN THE STRIKE ZONE?

"Perfect" strike margins of 1/8" rarely exist on installed door units. The Z-AC Z-End Base™ (gasket stiffener) forms a high-performance seal on strike margins of up to 5/32" and continues to work even if margins reach 3/16" (when corner pad is present).



### NO CORNER PAD? NO PROBLEM.

The Z-AC Z-End Base (3) provides basic protection from water infiltration by (a) blocking the path of the weatherstrip and (b) providing basic sealing of up to 1/2" above the cap. Endura recommends the use of the Simple Solution® Corner Pads, but rest assured that a door unit with Z-AC will retain a basic seal without them.



### OUTPERFORMS ALL OTHER SILLS

Don't just take our word for it. Z-AC has been extensively tested and proven to outperform every other sill on the market. Even in real-world conditions where margins are wide and corner pads are missing, Z-AC delivers higher performance in protecting against air and water infiltration.

VISIT [WWW.ZACSAVES.COM](http://WWW.ZACSAVES.COM) TO LEARN MORE ABOUT HOW THE Z-ARTICULATING CAP SILL CAN HELP YOU CUT YOUR COSTS AND SAVE MONEY.



**YOUR COSTS DON'T STOP AT THE  
DOOR. ADJUSTING THE SILL,  
ACCOUNTING FOR POOR SITE  
CONDITIONS, REPLACING A DOOR  
BOTTOM, INSTALLING CORNER  
PADS—IT ALL ADDS UP.**

**SEE FOR YOURSELF...**

# **HOW DO YOU MATCH UP?**



# IT ALL ADDS UP.

## HOW DO YOU MATCH UP?

	EXAMPLE	YOUR COST
<b>Shop Assembly</b> # of Exterior Prehungs Per Year	2,500	
Average Shop Labor Rate	\$10.00	
Avg. Time to Caulk (Hours)	0.017	
Avg # of Door(s)/Per Tube of Caulk	10	
Cost of Tube of Caulk	\$3.00	
<b>Field Service Calls</b> # of Exterior Prehungs per Year	2,500	
% of Doors with Service Calls	5%	
Service Labor Rate (\$/hr)	\$20.00	
Average Time to Service (Hours)	4	
Average Cost of Service Supply	\$125.00	

### EXAMPLE

$$2,500 \times (\$10.00 \times .017 + (\$3.00 \div 10)) = \$1,175.00$$

Doors/Year x (Shop Rate x Hr. to Caulk + (Cost of Caulk ÷ Doors Per Tube) = Shop Costs Per Year

$$2,500 \times (5\% \times \$20 \times 4 + \$125.00) = \$225,625$$

Doors/Year x (% Doors x (Service Rate x Hours + Materials Cost) = Field Costs Per Year w/ Calls

**TOTAL ADDITIONAL COSTS PER YEAR: \$26,800.00**

**UNDERSTAND YOUR COSTS AND HOW Z-AC CAN HELP YOU SAVE:**

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