



Fuel Cost of Ownership for (6) Burner Challenger Range

 **Fact: Wolf Range (6) burner Challenger range has only (3) standing pilots, the competition has (6) standing pilots.**

 **Fact: It costs approximately \$6.50 to run just one (1) pilot light for a month on natural gas. You can multiply that by 1.5 times if you use propane, about \$10.00 per month per pilot (Based on \$1.00 per 100,000 Btu's for natural gas, and \$1.50 per gallon/91,500 Btu's for propane).**

 **Fact: Using the \$6.50 per pilot figure (with three less pilots) is a monthly savings of (natural gas $\$19.50 \times 12 \text{ months} = \234.00 per year x min. average life of range at 7 years = \$1638.00 savings), (propane number are $\$10.00 \times \text{three pilots} = \$30.00/\text{month} \times 12 \text{ months} = \$360.00/\text{year} \times 7 \text{ years min. life} = \2520.00 savings).**



Sooo, here's the deal – If a competitive range is \$300.00 cheaper going in on the front side, it will cost the customer over the next 7 years an extra \$1338.00 for natural gas models, \$2220.00 for propane models, over and above the basic cost of the Wolf.

Using the cost of ownership model, the Challenger Range is not only the best quality you can sell, it is also the least expensive solution to high utility costs.

Contact your local gas company to determine the exact costs of fuel. For natural gas the unit of sale is the therm-100,000 Btu, about \$1.00 today. Propane is sold by the gallon and is 91,500 Btu, about \$1.50 today.

A pilot burns about 673,000 Btu/month, (3) pilot, 12 months. You can do your own calculation.

