

# **BUSINESS PLAN**

## **ELI TABLES WORK & TOOL SUPPORT**

**ONLY WHAT YOU NEED  
WHATEVER YOU REQUIRE**

January 30<sup>th</sup>, 2017

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# EXECUTIVE SUMMARY

## 1.1 Product – Eli-Tables

What is an Eli-Table ?

An Eli-Table is any one of a limitless number of workbench and portable power tool stands; assembled from the patented Eli-Table family of modular parts. The user assembles and re-combines these parts into whatever kind of work support or power tool stand they need. Only what is necessary need be used. Whatever is necessary can be used.

## 1.2 Customers

Anyone who needs to support either workpieces (of any material, size or description) and/or portable bench-type power tools; at a convenient working height.

## 1.3 Competitors

The competition is formidable. Many are nationally known brands. The rest are well respected names in the trade(s) they serve. The competing products they provide are familiar and have commonly known uses.

## 1.4 What Drives Us

- Eli-Tables is a system of modular parts (not a single object); and is therefore infinitely expandable and adaptable for many different jobsite/workshop tasks.
- When deployed, it creates a “virtual surface” of multiple parallel rails, resulting in: unobstructed cut paths, multiple parallel axes of support, a system of track for sliding accessories and an X/Y grid of fastening/camping positions that is uniform and constant across any and all Eli-Tables of any size.
- The “open” design provides access to the underside of workpieces.
- Completely adaptable to changing requirements.
- An Eli-Table of any size (from 2' x 6' to the size of a mall parking lot) can be “squared”, if needed; and serve as both a planar and square reference.
- Its portability derives from its modular design. Instead of a single heavy object on wheels, the lightweight individual parts may be dispersed into otherwise unusable space.
- Dramatic improvement in the amount of out-feed and side support made available. Improves quality of the work and enhances operator safety.
- Individuals may combine their kits to assemble larger Eli-Tables than any individual could create alone. This also opens up the possibility of renting parts on an as needed basis. (This has implications for large scale users for CAPEX and OPEX reasons.)
- In the same way that a computer’s operating system is a platform on which apps are run; so too, Eli-Tables are a platform on which users may easily mount and dismount whatever **jigs and fixtures** they may devise; as well as Accessories (apps, if you will) produced under license.

# COMPANY DESCRIPTION

## 2.1 Mission Statement (update of 2012 Business Plan)

The purpose of Eli-Tables LLC is to commercialize the fruits of [US patent #7946562](#).

In contrast to all of its competition, Eli-Tables is a modular solution to the fundamental jobsite (and small workshop) need to support work pieces and portable 'bench-type' power tools, safely, at a convenient working height.

Elements of the family of modular Eli-Tables parts are assembled and re-combined, by the user, (without the use of tools or fasteners); to create support structures, as needed, for such work.

Such a structure is referred to as an "Eli-Table."

Eli-Tables is a radical re-imagining of job-site workpiece and tool support for the professional tradesperson; and a solution for the homeowner, small business operator, artisanal crafts-person and Do-It-Yourselfer.

There were three immediate goals of the original Business Plan drafted in 2012; two of which have been met.

- The establishment of a business entity (Eli-Tables Co. (est. March 2011))
- Secure international patent protection (PCT application published March 2012)

This leaves the third goal still unmet -

- Finding a suitable development, marketing and manufacturing partner.
    - Ideally this partner would have:
      - The expertise to complete the development of the ultimate product.
      - The resources to embark on the the manufacture and marketing of the product.
      - A brand name recognized for superior quality.
      - A distribution network in place in the markets where it will be sold
- And, be one who is not invested in and promoting a competing product.

## 2.2 Principal Members

At present, there are no partners or paid employees. I am the inventor, draftsman, webmaster, publicist, CEO/CFO/COO/CC&BW and erstwhile entrepreneur.

For the previous 22 years I was a professional theatrical scenery and props maker and stagehand.

My specialties were theatrical windows, doors, architectural ornament, Victoriana/Gingerbread, circular, elliptical and irregular constructions and vacuform molds of every description.

More recently I worked as an AutoCAD draftsman in the Theatrical Construction Industry. (See resume Appendix 1)

In between I freelanced doing Repair/Remodeling/Renovation work; and took occasional design commissions.

In that time I've worked in every conceivable permanent, temporary, indoor & outdoor workshop space under every imaginable circumstance.

## 2.3 Legal Structure

At present registered in Bronx County, NY as a Sole Proprietor. Looking to re-organize as an LLC in Sullivan County, NY.

# MARKET RESEARCH

## 3.1 Industry

Eli-Tables fit in NAICS 3332103396 ("Parts, attachments, and accessories for woodworking machinery sold separately excluding saw blades and cutting tools"), but products of this type only account for about 35% of the entire category.

## 3.2 Customers

Anyone who works on a jobsite or in a multi-use space, who needs to support either workpieces (of any material, size or description) and/or portable bench-type power tools; at a convenient working height.

This includes:

- Professional Residential and Commercial Construction/Maintenance/Renovation providers
- Do-it-Yourselfers and Owner/Operators
- Installers of every description
- Indoor and Outdoor Event service providers
- TV, Film and Theatrical Production companies
- Touring Attractions
- Reconfigurable Light Manufacturing Facilities
- Local, state and federal government construction and maintenance operations
- Organizations which provide disaster recovery services or community based construction projects
- The military

## 3.3 Market Analysis

Association memberships is one rough gauge of the number of purchasing decision makers for this product among the Professional Residential and Commercial Construction/Maintenance/Renovation segment.

The combined membership of the largest five associations is 274,616. They are:

- American Subcontractors Association (ASA) Members: 5500.
- Associated Builders and Contractors (ABC) Members: 19000.
- Associated General Contractors of America (AGC) Members: 34416.
- National Association of Home Builders (NAHB) Members: 208000.
- National Association of the Remodeling Industry (NARI) Members: 7000.

- National Frame Builders Association (NFBA) Members: 700.

There are more than 150 publications dedicated to this industry.

There is suggestive evidence that the worldwide demand, for a product of this type, is quite strong.

- Between its introduction in 1968 and 2011 about 30 million Black & Decker Workmates® were sold worldwide. [[http://www.theregister.co.uk/2011/02/18/workmate\\_lotus/](http://www.theregister.co.uk/2011/02/18/workmate_lotus/)]
- Stanley/Black and Decker currently sells four different versions of the Workmate®
- There are four other brands of virtually identical products.
- Rockwell, has recently entered this market with a similar design (a vise on a stand) of similar capabilities.
- Trojan, Fulton and Crawford (the major saw-horse manufacturers – after Stanley/Black & Decker) regularly report sales of \$9M - \$11M annually (combined)
- New products are regularly introduced (Centipede Portable Work Support, Keter Folding Work Table, Kreg Mobile Project Senter and the Worx Pegasus Folding Work Table)

It is difficult to get a precise handle on the market size in dollars. Eli-Tables fit in NAICS 3332103396 ("Parts, attachments, and accessories for woodworking machinery sold separately excluding saw blades and cutting tools"), but products of this type only account for 35% of the entire category.

The worldwide demand, for this NAICS category as a whole, is estimated at \$4.6B, over the next five years . [\$4.6B x 35%= \$1.6B] Accordingly, over the next five years a 10% market share would be approximately \$170M. Market dominance would be considerably higher.

The information herein contained was obtained from Public Records, Dun & Bradstreet Reports and other resources available at the Science, Business & Industry Library (NYPL).

The estimate of market size and worldwide distribution relies on “The 2007-2012 World Outlook for Woodworking Machinery Parts, Attachments, and Accessories Sold Separately Excluding Saw Blades and Cutting Tools” by Professor Philip M. Parker, Ph.D. Eli Lilly Chaired Professor of Business, Innovation and Society INSEAD (Singapore and Fontainebleau, France)

Note: There is a more current version (The 2016-2021 World Outlook. . .); from the same author and publisher. It is only available as a pdf download at a cost of \$995.00; which is beyond my means. It is not available via any library in the US. Neither is the intermediate version )The 2013 – 2016 World Outlook. . .)

### 3.4 Competitors

Because of the wide range of tasks it performs, Eli Tables will compete against a broad array of competitors across a wide price range.

At one end of the price spectrum are folding saw horses and saw horse brackets. This segment is dominated by [Stanley](#), [Fulton](#), and [Trojan](#).

At the mid-price level are work stands such as the [Black & Decker Workmate®](#) and devices of the same design from [Stanley](#), [Craftsman](#) and the German firm [Wolfcraft](#). Rockwell’s [Jawhorse®](#),

the [Multiform Master Table®](#) from Eurekazone and the BenchMark™ [Portable Work Table](#) are other recent entrants in this category. [Stanley/Black & Decker is the parent of such brand name giants as DeWalt, Porter-Cable, Bostich as well as others.]

Among the recent entries is the [Centipede Portable Work System](#); an iso-kinetic lattice (similar to a [Hoberman Sphere](#)) that instantly deploys into a grid of 15 support points over its 4' x 8' footprint.

[Keter Plastics](#) has recently come to market with an ingenious folding table (with integral removable bar clamps; as has [Kreg](#) and [Worx](#).

The dedicated tool-stand segment of the competition is dominated by smaller enterprises. [Rousseau](#), [Porta-Mate](#), and [Lee Unlimited](#). Fulton and Trojan also have entries in the tool stand category.

The Festool [MTF/3](#) and Eurekazone's [EZ-ONE® Woodworking Center](#) are not tool stands per se; but are saw "tables" which promise the functionality of a table saw in a more portable package. The [Triton Ltd TWX7](#) goes even further; with interchangeable modules for a table-saw, a cut-off saw, a router table as well as a basic "assembly top" module.

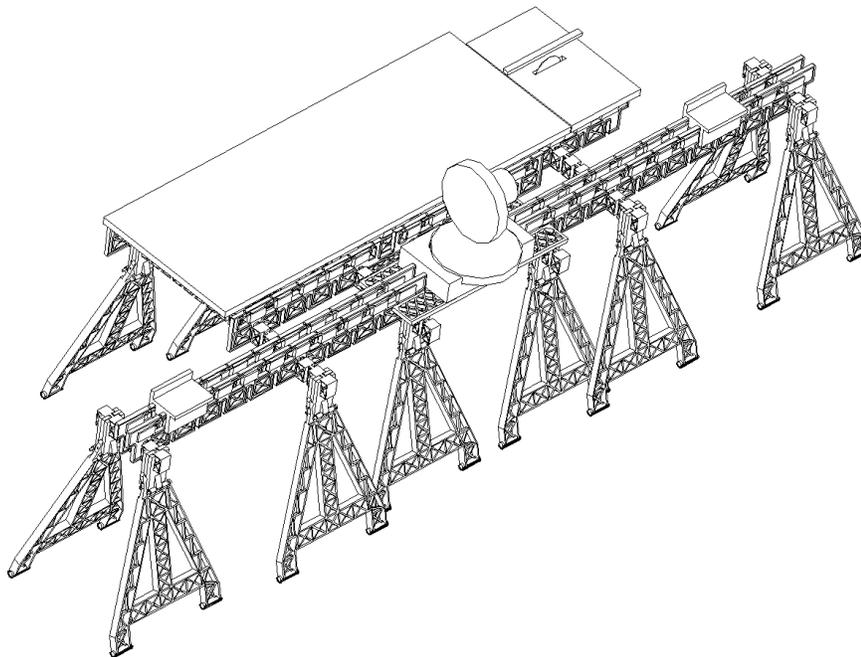
Additionally, dozens of YouTubing Woodworkers offer their own solutions; and sell plans from their websites.

### 3.5 The Eli-Table Advantage

Eli-Tables is a better mousetrap, an entirely new design paradigm. All of the competition must be either deployed or stowed. They are all "all-or-nothing" objects. Eli-Tables takes a radically different approach.

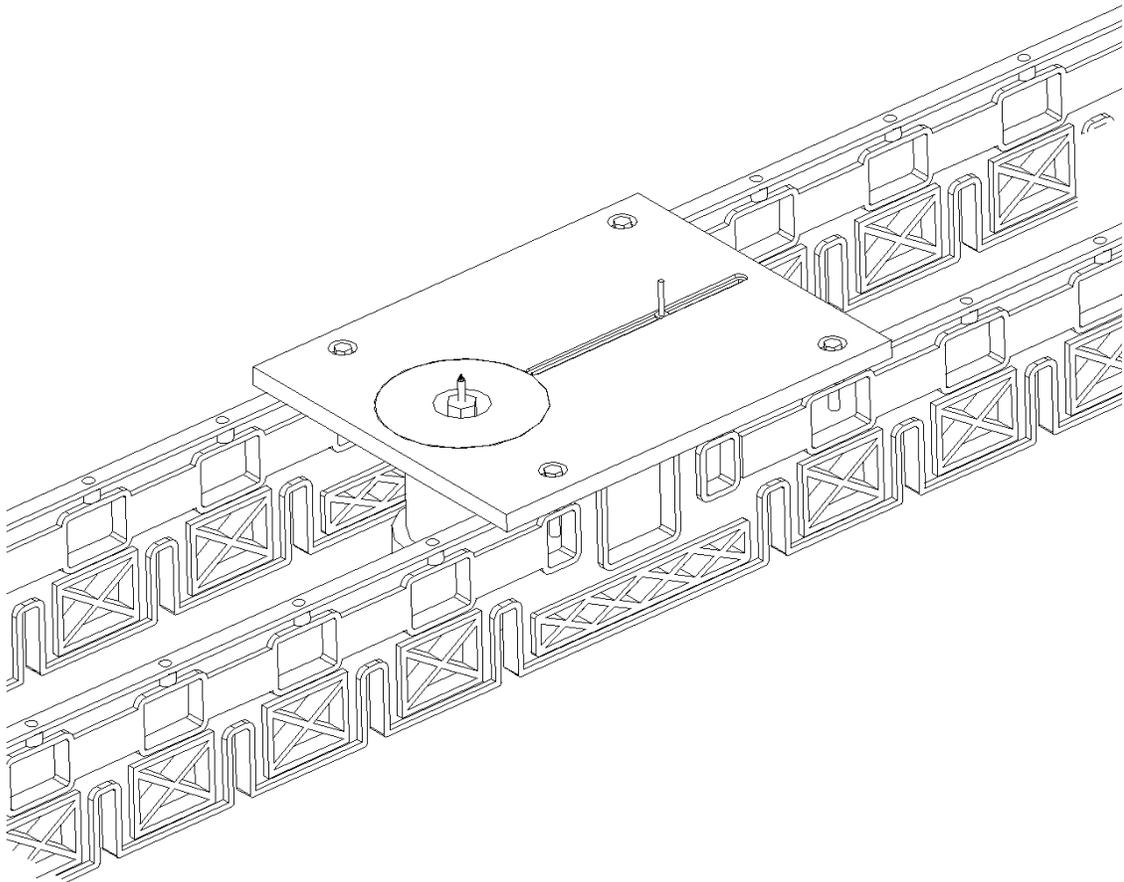
- Eli-Tables is a system of modular parts (not a single object); and is therefore infinitely expandable and adaptable for many different jobsite/workshop tasks.
- When deployed, it creates a "virtual surface" of multiple parallel rails, resulting in: unobstructed cut paths, multiple parallel axes of support and a system of track for sliding accessories.
  - This makes it possible to work sheet goods without saw-binding, tear-away, or the need for sacrificial materials. One can also rapidly mount and dismount portable bench-type power tools to exploit this "virtual surface".
- The "open" design provides access to the underside of workpieces.
  - This also prevents paint, finishes, cleaners and solvents from puddling around an object being cleaned or finished.
- Completely adaptable to changing or new requirements.
  - If you need to support large weight; add more legs. A large irregular object? Branch the footprint out, indefinitely, in any direction. A long narrow one this week and three short wide ones next? Only what is necessary need be deployed. Whatever is required can be deployed. All can be rapidly re-configured as the work changes.
- An Eli-Table **of any size** (from 2' x 6' to the size of a mall parking lot) can be "squared", if needed; and serve as both a planar and square reference.
  - The "surface" fastening points lie on a uniform grid that is constant across all Eli-Tables regardless of size.

- This 'XY Story-Stick' effect means that large items may be worked in sections; secure in the knowledge that the whole will come back into correct alignment when assembled.
- Individuals may combine their kits to assemble larger Eli-Tables than any individual could create alone. This also opens up the possibility of renting/leasing parts on an as needed basis.
- Its portability also derives from its modular design. Instead of a single heavy object on wheels, the lightweight individual parts may be dispersed into otherwise wasted space; on the back of a pick-up, in a work van, or in a tightly packed garage/home workshop.
- A serious failing shared by most table saw stands is inadequate or non-existent out-feed support. This leads to unsatisfactory cuts and exposes the operator to danger. Mounting a portable table saw and miter saw, [as shown](#), gives a full 80" x 30" of continuous out-feed support for the table saw; and six feet of side support; on both sides of the miter saw. As well as trolleys that ride along the rail system.



- One of the most significant features, that sets Eli-Tables apart, is multi-functionality. If you own a tool stand dedicated to your power miter saw, you will need another dedicated to your tablesaw (you may also need to purchase an additional accessory outfeed support.) You will still require one or more pairs of sawhorses to approximate the capabilities of an Eli-Table. Moreover, there is no guarantee that these different devices from different manufacturers will have compatible working heights.

- In the same way that a computer's operating system is a platform on which apps are run; so too, Eli Tables are a platform on which users may rapidly mount and dismount whatever custom **jigs and fixtures** they may devise for their particular needs; as well as Accessories (apps, if you will) produced under license.



### **3.6 Competitive Landscape**

#### Competitor's Strengths

The competition is formidable. Many are nationally known brands. The rest are well respected names in the trade(s) they serve. The competing products they provide are familiar and have commonly known uses.

#### Competitor's Weakness

The price/performance characteristics of their products vs. Eli-Tables.

#### Eli-Tables' Strengths

Eli-Tables' greatest strength is its price/performance characteristics vs. the competition.

#### Eli-Tables' Weaknesses

Eli-Tables does not have the resources to develop, manufacture, market and distribute the product.

The most efficient way to overcome this weakness is to partner with a firm that has these resources, or to sell or license the patent to such a firm.

### **3.7 Regulation**

Because the product is overwhelmingly polymeric materials (most likely HDPE) whose disposal is regulated, Product Lifetime Management questions will likely arise

The final product will have to comply with all applicable OSHA regulations; as well.

# PRODUCT/SERVICE LINE

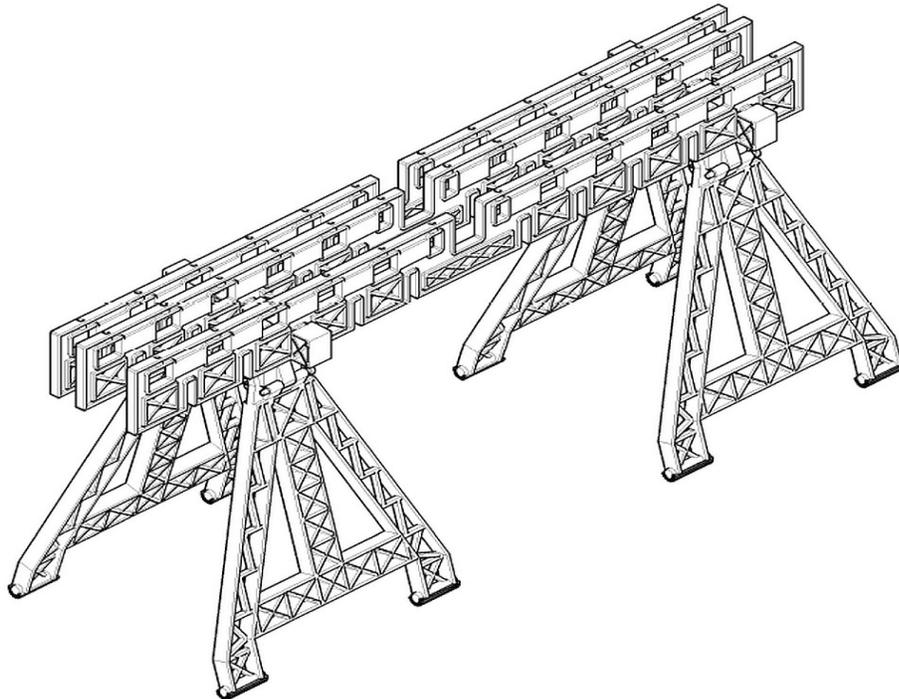
## 4.1 Product or Service

- Parts for Eli-Tables
- Eli-Table accessories
- Knowledge base
- Users Community Support

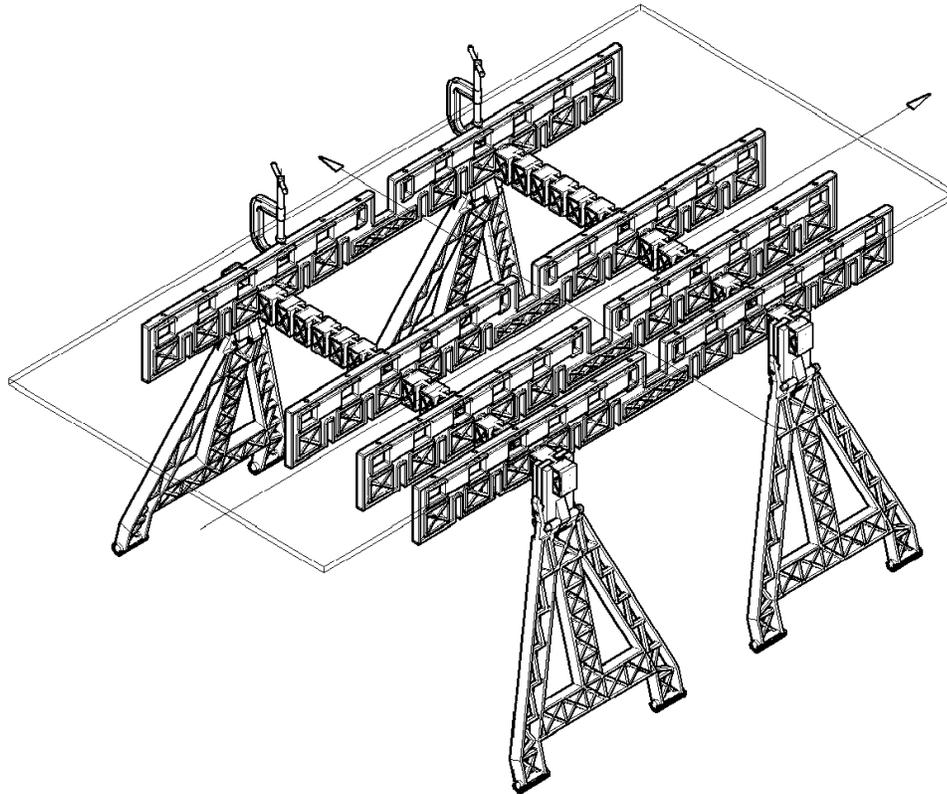
## 4.2 Pricing Structure

Because Eli-Tables are more capable than their competitors, and is a modular kit; rather than a thing, it is difficult to make an apples to apples price comparison.

Even this Minimal version is more capable than a pair of saw-horses (\$25-\$60). The parts needed to create this assemblage are expected to retail for about \$100. This may seem high, but to upgrade to the next level is only an additional \$25 (not an additional \$125); as you already have many of the parts.



It require 2 pairs (4) folding saw horses (\$50-\$160) to approximate the capability of this Basic Eli-Table. The parts needed to create this assemblage are expected to retail for about \$125

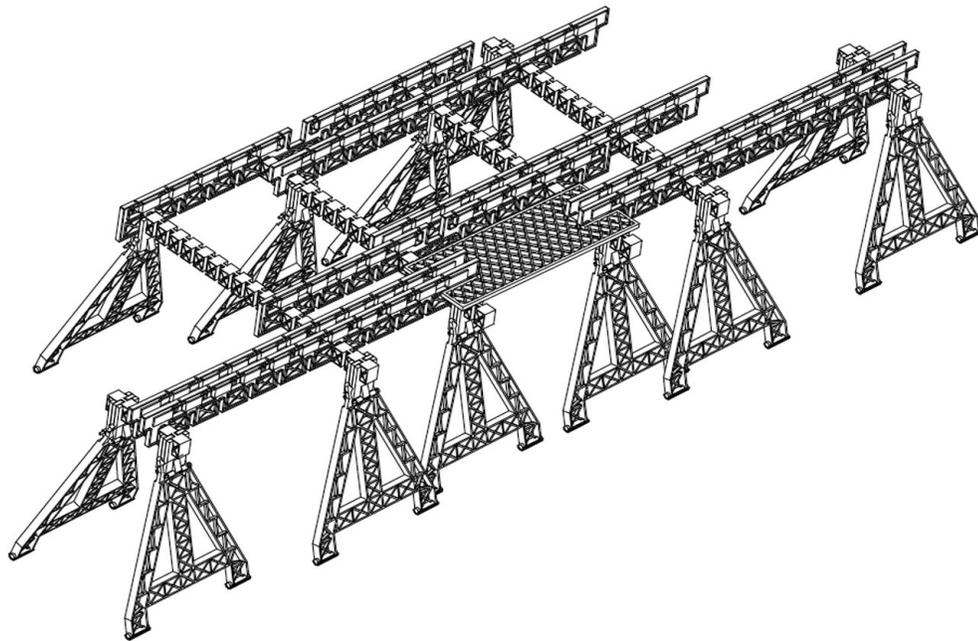


Which also compares favorably with:

- A Workmate® 425 (a vise on a stand design) that retails at \$100-\$125.
- The FatMax Project Center (similar) at \$90-\$100
- A Rockwell Jawhorse starts at about \$135, but requires accessories at between \$50-\$80 apiece for comparable functionality
- Trojan's TWC-27 Workcenter (a dedicated miter saw stand) sells for \$212.75
- The Porta Max Model 2775 Table saw stand sells for \$330
- The Centipede Portable Work System – about \$150
- The Keter Folding Work table about \$70
- The Kreg Mobile Project Center about \$160
- The Worx “Pegasus” Folding Work Table about \$100
- The Triton TWX7 Woodworking Centre (Assembly Table configuration) costs \$420 (then there are three modules – Contractor's Saw - \$350, Router Table - \$390 and a Cut-Off/Miter Saw - \$250

- The Festool MFT/3 goes for \$660
- The EZSMART EZ-ONE Woodworking Center sells for \$1000

The cost for the parts necessary to assemble this Complete Workstation Eli-Table are expected to retail for about \$300. Of course these parts can also be recombined to create several other tables



Eli-Tables modularity also opens up a rental/lease pricing structure. With the parts for this Minimal example renting at \$7.50/day, \$9.00/day for the parts for the Basic example and \$16/day for the “Complete Workstation” rig.

### **4.3 Product/Service Life Cycle**

There will be no market for this product unless it is perceived as being able to stand up to full time heavy trades use; over 7-10 years.

As the final products will be made either overwhelmingly, or entirely, of polymeric materials, for which there are disposal requirements, Those issues will need to be considered.

## 4.4 Intellectual Property Rights

Eli-Tables is protected under US Patent #7946562

## 4.5 Research & Development

There remains considerable research and development to do before the patent can be made into a successfully salable product. Issues were revealed in the process of creating the Laboratory Prototype; and others will reveal themselves in the creation of the Production Prototype.. Destructive testing needs to be done to establish load-bearing capacities. Methods of Work will need to be evolved. These will need to be videoed and otherwise documented for use in advertising/promotional and marketing, materials.

This research is likely to cost between \$40K-\$60K in materials, computer time, human resources etc. for the creation of a Production Prototype

It must resolve:

- Exactly what mix of polymeric material will yield the desired performance for the least material cost.
- How far can the interstitial portions of each part be reduced without affecting performance
- Which, of several competing production processes, is the best fit.
- What are the, as yet unknown, gremlins.
- And answer the question:
  - Does this embodiment fall within the price constraints defined by the marketOnly then can a rational decision be made about whether to venture the much more considerable production start-up costs. These are considerable. As much as \$3M for the necessary tooling.

# MARKETING & SALES

## 5.1 Growth Strategy

The overall marketing/growth strategy is informed by Malcolm Gladwell's *"The Tipping Point"*. The basic objective is to get Eli Table sets into the hands of influential early adopters. One such group are the professional Theatrical and Event Services providers, among whom I have contacts. Another group are the community based home construction/renovation non-profits.

No effort should be spared to get favorable exposure on the D-I-Y programs on PBS and in the trade media.

Separate, but coordinated marketing efforts to governmental agencies and large contractors should also be undertaken. Another marketing objective is ready availability. In the North American region e.g. Eli-Tables should be available both in the big-box stores, via the major online merchants; and from the equipment rental companies that serve the Construction Trades.

Because Eli-Tables represent a paradigm shift, a new way of doing things, serious promotion will be required. This will include an ongoing presence at the various annual "Trade Shows"; and demonstration tours through the big-box store locations.

One kind of promotion to which Eli-Tables uniquely lends itself is organizing "Guinness Book of World Records" events. There is no theoretical limit to the size of an Eli Table. Getting a large group of owners together to create one, the size of a Home Depot parking lot; would make that point very vividly and attract press attention.

A key conceptual component of Eli-Tables is their use as a platform for user built jigs and fixtures. Design competitions and/or prizes for interesting applications and an Internet accessible knowledge base "Tips & Tricks" would also be useful.

## 5.2 Communication

The primary mode is via the website and social media. The website is already optimized for Tablet and Smartphone users; in addition to office and home workstation users.

An ongoing presence on the Trade Show/Trade Fair/Expo circuit is also contemplated.

## 5.3 Prospects

Eli-Tables fit in NAICS 3332103396 ("Parts, attachments, and accessories for woodworking machinery sold separately excluding saw blades and cutting tools"), but products of this type only account for 35% of the entire category.

The worldwide demand, for this NAICS category as a whole, is estimated at \$4.6B, over the next five years . [ $\$4.6B \times 35\% = \$1.6B$ ] Accordingly, over the next five years a 10% market share would be approximately \$170M. Market dominance would be considerably higher.

(see note 3.3 Market Analysis)

# 6. FINANCIAL

## Personal Financial Statement

I am personally heavily invested in this project. I have been pursuing it since 2006.

- More than 380 hours were consumed in preparing the drawings and other documents necessary to file the patent application.
- I devoted more than 60 hours, and paid more than \$1500, for materials and shop space rental to develop the [Laboratory Prototype](#).
- I have devoted more than 500 hours developing a series of [Eli-Tables websites](#); and establishing an Eli-Tables presence on Social Media; incurred hosting fees of \$250 to date. Ongoing website maintenance averages out to 1-1/2 hr per day 7/52, or about 550 hrs per year.
- My 'rate' for [Theatrical Construction, Stage Technician work and Design/Drafting](#) services and consulting varies; between \$20-\$28 per hour. In dollar terms the time I have put into this project represents an investment of \$33,600
- Patent attorney, filing fees, patent maintenance fees and office expense fees have been nearly \$7800 to date.
  - Taken together, cash out of pocket expenses so far have been approximately \$9,600.
  - For a total investment of more than \$40,000.

## Use of Loan Money

Taking a loan to finance this next phase of Eli-Tables – To create approximately 100 of each part as a production prototype – is not contemplated. At this point Eli-Tables is too speculative an endeavor.

Speculative investment is sought for the creation of the Production Prototype. Destructive testing needs to be done to establish load-bearing capacities. Methods of Work will need to be evolved. Both of these will need to be videoed and otherwise documented for use in advertising, promotional and marketing materials.

This phase is likely to cost between \$40K-\$60K in materials, computer time, human resources etc. Its purpose to demonstrate sufficient demand to undertake Production.

## Production Start-Up Costs

Production Start-Up costs are considerable, in the range of \$1M-\$3M. High Pressure HDPE injection mold tooling, for objects this size, is expensive. However, it is the only production process I have found, so far, where the production-price-per-part; comes in at less than half the MSRP competitive median. Over the life of the tooling it represents only fractions of a penny per part, but it is a large sum up front.

**These sheets posit an ongoing small business. A proposition which is entirely speculative at this point.**

## **6.1 Projections**

### **6.2 Profit & Loss**

### **6.3 Cash Flow ( to )**

### **6.4 Balance Sheet**

### **6.5 Break-Even Analysis**

## **6.6 Financial Assumptions**

### **6.6.1 Assumptions for Profit and Loss Projections**

### **6.6.2 Assumptions for Cash Flow Analysis**

### **6.6.3 Assumptions for Balance Sheet**

### **6.6.4 Assumptions for Break-Even Analysis**

# Appendices

## Appendix 1 - Resume

The complete interactive version of my CV is available at <http://eli-tables.com/autobiography/> This includes still image galleries of my work and slide-show “demos” which I created to advertise my CAD and design skills.

Eli's Old School Gag Bag [\[Click Here To Visit\]](#)

A compendium of the techniques and tricks that were taught to me; when I was coming up. To be a resource for those who will follow.

Eli-Tables

A family of modular parts; from which a user may construct an unlimited array of workpiece or portable power tool supports for any trade. [\[Click Here To Visit Website\]](#)

CAD

since 1987... Currently using ACAD Mechanical 2009.

- Contract documents
- Room plans from field measurements
- Shop drawings for scenery construction, interior decorating, furniture & case goods design
- 3D CAD models (tech packets) for the Tusten & NaCl Theaters (Sullivan County, N.Y.)

IATSE

- Local 353 – Port Jervis & Sullivan County, New York (member since 2005)
  - Chair of the Constitution Revision Committee
  - Principals and Practices Handbook Committee (chair) March 2011
  - Organized Rigging Training Seminar hosted at Bethel Woods Center for the Arts
- Local 311 – Middletown, Newburgh & Kingston, New York (member since 1994).
  - Education Committee (1995-2004): Webmaster for [iatse311.org](http://iatse311.org) (1996-2005): Site architecture and maintenance.
  - Organized American Welding Society Certification Preparatory Course in conjunction with Iron Workers Local 417 and with funding from the NYS/AFL-CIO Workforce Development Institute.
  - Organized full day training seminars on Theatrical Rigging, Moving Lights & Computer Lighting Control, Electric Chain Hoist Maintenance/Repair and Theater Sound.

[I have also worked, on permit, in the jurisdictions of IATSE Locals 1, 4, 52, 366 and 499]

Education

BA Dramatic Arts, Amherst College class of '71

## Appendix 2 - Competitors Product Descriptions

### Sawhorses and brackets

Stanley - <http://www.stanleytools.com/en-us/products/hand-tools/other-tools/sawhorse-workbench>

Fulton - <http://www.fultoncorp.com/sawhorses-1/>

Trojan - <http://guardianfall.com/performance-safety-products/job-site-equipment/product/sawhorse>

### Work Stands/Workbenches

Black & Decker - <http://www.blackanddecker.com/products/power-tools/project-solutions/workbenches/workmate-portable-project-center-and-vice/wm425>

Stanley - <https://www.amazon.com/Stanley-93-292-Project-33-Inch-Clamping/dp/B000FNSZV8>

Craftsman - <http://www.sears.com/craftsman-quick-clamping-work-table/p-00965857000P?mv=rr>

Wolfcraft - [https://www.amazon.com/Wolfcraft-6139-4-Inch-Wheeled-Station/dp/B000HE6C5Q/ref=pd\\_cp\\_hi\\_1](https://www.amazon.com/Wolfcraft-6139-4-Inch-Wheeled-Station/dp/B000HE6C5Q/ref=pd_cp_hi_1)

Rockwell - [https://www.rockwelltools.com/en-us/jawhorse\\_rk9003.aspx](https://www.rockwelltools.com/en-us/jawhorse_rk9003.aspx)

EurekaZone - [http://www.eurekazone.com/product\\_p/ezt2000.htm](http://www.eurekazone.com/product_p/ezt2000.htm)

Benchmark - <https://www.amazon.com/Benchmark-Table-T015-Starter-Portable/dp/B0064L58Y2>

Centipede - <http://centipedetool.com/centipede-portable-work-system/>

Keter - <https://youtu.be/Mn61Ft8UIJU>

Kreg - <https://www.kregtool.com/store/c64/work-supports/p419/mobile-project-center/>

Worx - <https://www.worx.com/pegasus-work-table-sawhorse-wx051.html>

### Dedicated Tool Stands

Rouseau - <http://www.rousseauco.com/product-page.html>

Bora Tools - <http://www.boratool.com/tools/mitersaw-stands>

Lee Unlimited - <http://www.powerbench.com/>

### Saw Tables

Festool - <http://www.festoolusa.com/power-tools/work-tables/mft-3-multifunction-table-495315>

EurekaZone - [http://www.eurekazone.com/Track\\_Saw\\_Festool\\_Dewalt\\_Makita\\_p/ezt1000.htm](http://www.eurekazone.com/Track_Saw_Festool_Dewalt_Makita_p/ezt1000.htm)

Triton Ltd. - [https://youtu.be/gACy6nQ\\_AKA](https://youtu.be/gACy6nQ_AKA)

**All links throughout validated as of 1/26/17**

## Appendix 3 - Ongoing Fixed Expenses

### Website Hosting Cost (per year)

Order ID	Date	Payment Method	Amount
882205	September 20, 2016	Credit/Debit Card	US\$59.40
776533	October 1, 2015	PayPal	US\$59.88
666314	September 8, 2014	PayPal	US\$59.88
576398	October 8, 2013	PayPal	US\$59.88

### Post Office Box (Business address) Rental

The Postal Outlet  
314 West 231st St., Bronx, NY 10463-3805

4/15/11 – 12/18/15 \$147.00 per quarter (19 quarters) for a total of **\$2793.00**

### United States Postal Service Online Business Account in the name Eli-Tables Established On 04/08/2016 for PO Box 14, Monticello, NY 12701-0014

PO Box	Post Office Location	Automatic Payment	Payment Period	Payment Date	Amount Paid	Transaction #
PO Box 14	MONTICELLO NY 12701-9998	No	6 months	09/20/2016	\$35.00	91001007473990
PO Box 14	MONTICELLO NY 12701-9998	No	6 months	04/08/2016	\$42.00*	91000917490590

\* Includes key deposit.

Next payment of \$35.00 due 03/31/2017 For a projected total of **\$112.00** Through August 2017

### Banking Costs

#### CapitalOne (DBA as Eli-Tables) Spark Business Basic Checking Account established 4/15/11

The account was free of service/per check charges for one year. Thereafter a \$15.00 per month service fee was charged for a projected total (until May 2017) of **\$1080.00**

I am in the process of having one of my local IATSE unions join the Actors Federal Credit Union which will enable me to open a free (or nearly free) DBA checking account by keeping \$100 in the establishing Passbook Savings Account.

As the business has generated only about \$350.00 in income over its five year existence (from the sale of patent drawing services – for one client; once) All of these expenses have come from my own personal funds (see Personal Financial Statement above)

Other items (postage, printing, phone, transportation, business entertainment etc.) are either trivial or non-existent and are covered from my personal expenditures for those same services; I have not tracked them.