

Your Last Tube?

Considerations for transmitter replacement



Agenda

Overview

- How to decide
- Doing the Math
- Case Study



Recorded comments by:
Coy Sawyer
89Q General Manager



Jeff Welton, CBRE
Regional Sales Manager
Central U.S.



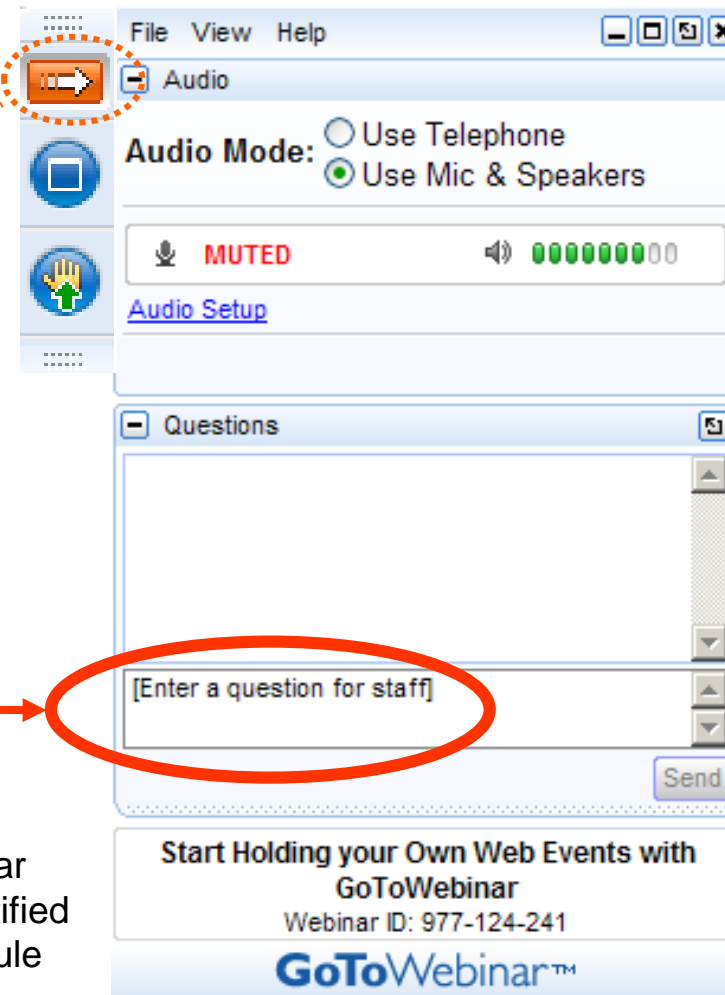
Alex Hartman
Nautel Customer Service
Partner, Optimized Media Group

making digital broadcasting work

Your questions please?

(if you don't see the control panel, click on the orange arrow icon to expand it)

Please enter your questions in the text box of the webinar control panel (remember to press send)



The screenshot shows a GoToWebinar control panel window. At the top, there is a menu bar with 'File', 'View', and 'Help'. Below the menu bar, there are several icons: a blue square, a hand with a green arrow, and an orange arrow pointing right. The orange arrow icon is circled in red. To the right of the icons, there is an 'Audio' section with 'Audio Mode' options: 'Use Telephone' (radio button) and 'Use Mic & Speakers' (radio button, selected). Below the audio mode options, there is a 'MUTED' status indicator and a volume level indicator. A link for 'Audio Setup' is visible. Below the audio section, there is a 'Questions' section with a large text input area and a 'Send' button. The text input area contains the placeholder text '[Enter a question for staff]' and is circled in red. At the bottom of the window, there is a promotional banner for 'Start Holding your Own Web Events with GoToWebinar' with the Webinar ID: 977-124-241 and the GoToWebinar logo.

Remember: The completion of a Nautel webinar qualifies for $\frac{1}{2}$ SBE re-certification credit, identified under Category I of the Re-certification Schedule for SBE Certifications.





RADIOWORLD

**Have You
Bought
Your Last
Tube?**

<https://www.nautel.com/resources/ebooks/fm-radio/have-you-bought-your-last-tube/>

Electric Service		
Elec Sm Coml & Ind TOU Secondary Cg-20		
Meter 0000101	Actual Reading 11/12/2019	45146
	Actual Reading 10/11/2019	-24679
	Total Electric Use	20467 KWH
	Actual Reading 11/12/2019	12610
	Actual Reading 10/11/2019	-7251
	On Peak	5359 KWH
	Off Peak	15108 KWH
Daily Fixed Charge	32 Days at \$3.05750	\$97.84
Demand Charges/Credits		
Customer Demand	45 KW at \$1.68900	\$76.01
On-Peak	30 KW at \$9.27200	\$278.16
Off-Peak	30 KW at \$0	\$0.00
Energy Charges/Credits		
On-Peak	5,359 KWH at \$0.06458	\$346.08
Off-Peak	15,108 KWH at \$0.03945	\$596.01
Fuel Cost Adjustment	20,467 KWH at -\$0.00175	-\$35.82
Other Service Charges/Credits		
2017 Tax Cut Credit	20,467 KWH at -\$0.00157	-\$32.13
WI Low Income Assistance Fee	3% of \$1,326.15	\$39.78
	Subtotal:	\$1,365.93
	Electric Service Total:	\$1,365.93

Transmitter Cost of Operation Comparison*

Complete yellow shaded areas

	Existing Tx	old box	Proposed Tx	NV20LT
Day power usage	18	kW	18	kW
for	24	hrs/day	24	hrs/day
Typical efficiency	45	%	72	%
Base electricity cost	11.5	cents/kWh	11.5	cents/kWh
for first	100,000	kWh	100,000	kWh
Cost for power outage	0	cents/kWh	0	cents/kWh
Parts cost	\$1,800	per year	\$461	per year

Parts cost is an estimate based on typical rebuilt tube costs divided by nominal life span, noting that life spans have been steadily decreasing over the past several years. Please adjust as required for your particular situation.

After 4-year warranty, based on average fan and power supply/module replacement

Power Consumption and Parts Costs per Time Period						
Period	old box		vs.	NV20LT		SAVINGS
	Power (kWh)	Cost		Power (kWh)	Cost	
per month	28,800	\$ 3,312		18,000	\$ 2,070	\$ 1,242
per year	345,600	\$ 39,744		216,000	\$ 24,840	\$ 14,904
5 years	1,728,000	\$ 198,720		1,080,000	\$ 124,200	\$ 74,520
10 years	3,456,000	\$ 397,440		2,160,000	\$ 248,400	\$ 149,040
15 years	5,184,000	\$ 596,160		3,240,000	\$ 372,600	\$ 223,560
20 years	6,912,000	\$ 794,880		4,320,000	\$ 496,800	\$ 298,080
Period	Parts Cost		vs.	Parts Cost		SAVINGS
per year		\$ 1,800			\$ 461	
5 years		\$ 9,000		\$ 461	\$ 8,539	
10 years		\$ 18,000		\$ 2,766	\$ 15,234	
15 years		\$ 27,000		\$ 5,071	\$ 21,929	
20 years		\$ 36,000		\$ 7,376	\$ 28,624	

Total Projected Cost of Operation by Year					
Year	old box		vs.	NV20LT	
		Cost			Cost
1		\$ 41,544		\$ 24,840	\$ 16,704
2		\$ 83,088		\$ 49,680	\$ 33,408
3		\$ 124,632		\$ 74,520	\$ 50,112
4		\$ 166,176		\$ 99,360	\$ 66,816
5		\$ 207,720		\$ 124,661	\$ 83,059
6		\$ 249,264		\$ 149,962	\$ 99,302
7		\$ 290,808		\$ 175,263	\$ 115,545
8		\$ 332,352		\$ 200,564	\$ 131,788
9		\$ 373,896		\$ 225,865	\$ 148,031
10		\$ 415,440		\$ 251,166	\$ 164,274
15		\$ 623,160		\$ 377,671	\$ 245,489
20		\$ 830,880		\$ 504,176	\$ 326,704

16,704/12=1392.00/mo

making digital broadcasting work



NAUT
Jeff Welton
NAUT
test@naut.com

November 20,
2019

Dear Jeff Welton,

Thank you for allowing Navitas Credit Corp. to meet your financing needs. Please review the proposed payment options designed to meet almost any budgeting need. If you have any questions or to apply for credit, contact us at info@navitascredit.com or call 866-956-2848.

Description: **webinar test**

Amount: **\$67,500.00**

Purchase Option	12	24	36	48	60
Preferred Business: EFA/\$1 Buyout	\$6,252.53	\$3,242.03	\$2,263.95	\$1,777.27	\$1,487.70

Purchase Option	11	22	33	44	55
Lease To Own	\$6,512.40	\$3,458.02	\$2,566.35	\$2,099.25	\$1,825.88

Purchase Option	12	24	36	48	60
90 Day Deferred	\$7,458.75	\$3,809.70	\$2,616.97	\$2,043.22	\$1,705.73

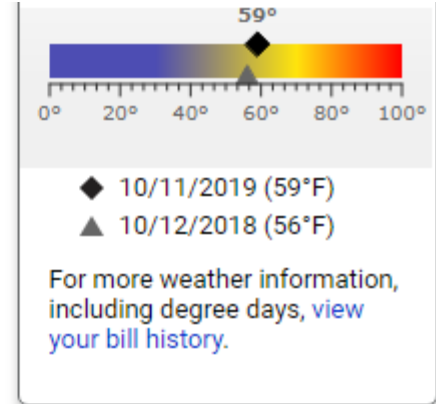
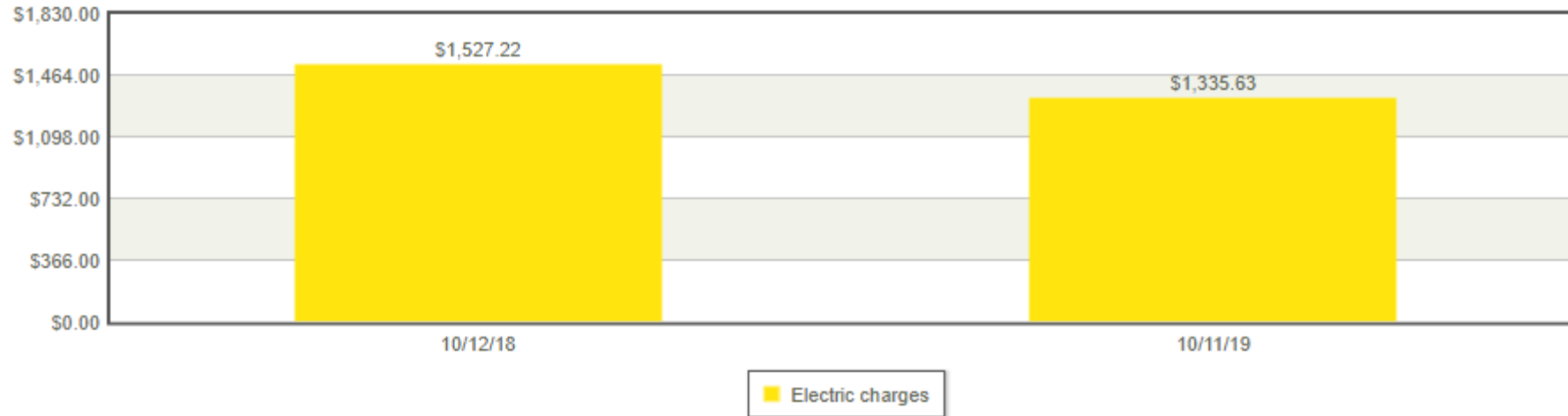






[Print](#) [Help and info](#)

Compare: To: Previous month Same month of previous year



Why bills vary

Bills are impacted by the amount of energy you use, the weather, and changes in energy prices. Check out the following resources for more information:

- [Why bills vary](#)
- [Saving energy](#)

Bill comparison	10/12/18	Selected: 10/11/19	Change
Billing days	29	29	
[+] Electric charges (6009184 - Coml TOU Secondary)	\$1,527.22	\$1,335.63	-\$191.59 ↓
[+] Total charges	\$1,527.22	\$1,335.63	-\$191.59 ↓

- Must order by Jan 31/20
- Must be replacing tube tx
- Must provide pic after install
- Must provide receipt for tube
- Max 7.5% of new tx price



UPGRADE to a Nautel
SOLID STATE

and we'll **BUY BACK** your
LAST TUBE

Get up to **\$10,000***

*conditions apply

Online Information

- **Nautel Waves Newsletter**
<https://www.nautel.com/newsletters/>
- **Webinars**
<https://www.nautel.com/resources/webinars/>
- **YouTube**
<http://www.youtube.com/user/NautelLtd>

