

Restroom Budget Control:

**How Foaming Hand Soap
Saves Product Costs**



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Restroom Budget Control: How Foaming Hand Soap Saves Product Costs

Hand soap is one of the biggest line items in a restroom consumable budget. In the past few years, the emphasis on hand washing to control illness and disease has boosted the public’s awareness of hand hygiene, resulting in an increase in soap consumption. At the same time, facility managers are pressured to control their budgets.

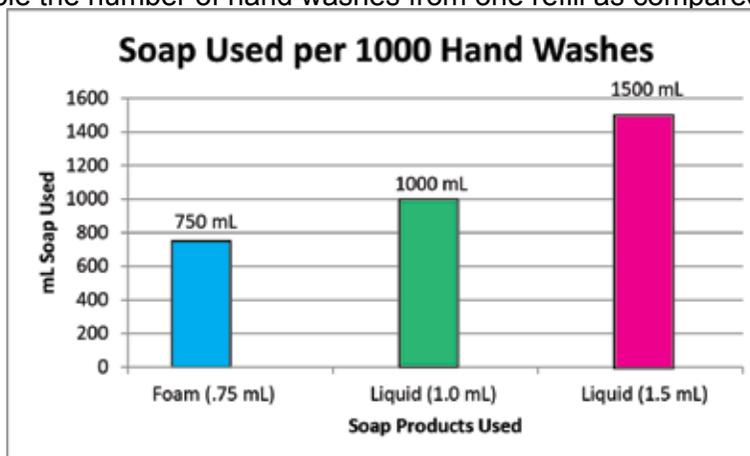
To meet these demands, smart facility managers are consulting with experienced distributors to devise programs to meet budget constraints while delivering quality products. Foaming hand soap is capturing the attention of facility managers for a number of reasons. Most notably, using foaming hand soap delivers economic savings in product costs.

Potentially Twice as Much in One Refill

Using foaming hand soap can almost double the number of hand washes from one refill as compared to traditional liquid hand soap.

Most traditional liquid soap dispensers dispense between 1.0 mL and 1.5 mL per hand wash compared to .75 mL dispensed with foaming soap. These savings of 25% - 50% add up quickly.

For every 1000 hand washes, facilities conserve 250 mL to 750 mL of product when using foam soap instead of liquid.



COST ANALYSIS

Cost Per Hand Wash

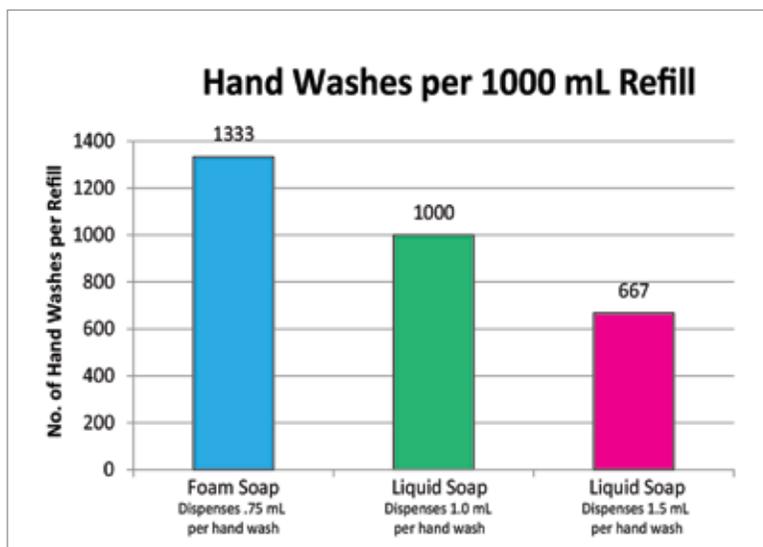
If we take a look at the cost per refill and the number of hand washes per refill, we quickly see that foaming soap is significantly more cost effective.

First, let’s take the amount of soap in a standard refill (1000 mL) divided by the amount dispensed per hand wash:

Foam Soap:
 $1000 \text{ mL refill} \div .75 \text{ mL dispensed} = 1333 \text{ hand washes}$

Liquid Soap:
 $1000 \text{ mL refill} \div 1.0 \text{ mL dispensed} = 1000 \text{ hand washes}$

Liquid Soap:
 $1000 \text{ mL refill} \div 1.5 \text{ mL dispensed} = 667 \text{ hand washes}$



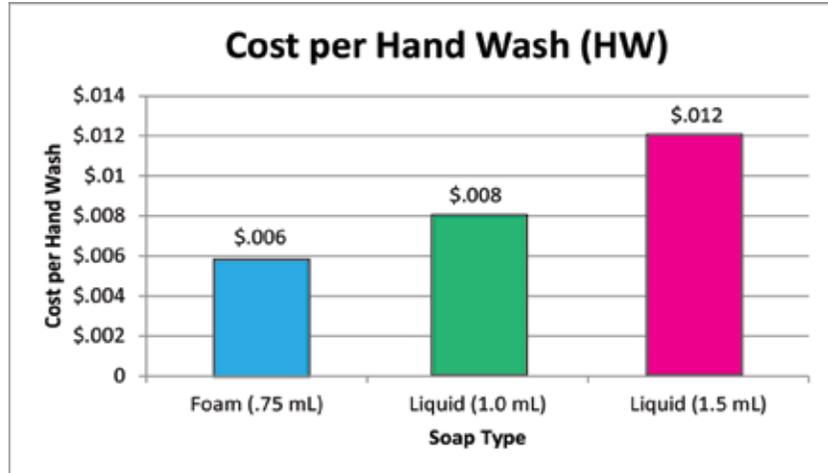
Next, divide the cost per refill by the number of hand washes.

Foam Soap (.75 mL):
 Refill Cost \$8 ÷ 1333 hand washes
 = \$.006 per hand wash

Liquid Soap (1.0 mL):
 Refill Cost \$8 ÷ 1000 hand washes
 = \$.008 per hand wash

Liquid Soap (1.5 mL):
 Refill Cost \$8 ÷ 667 hand washes
 = \$.012 per hand wash

(\$8 average refill cost is used for illustration purposes only).



The cost per hand wash can decrease up to 50% by switching from liquid to foaming soap.

Hand Soap Cost Comparison: 1,000 Student Population

Based on the above calculations, consider the soap costs for a high school of 1,000 students who wash their hands twice a day.

First, multiply 1,000 students times two hand washes (HW) per day times the number of days to get the total hand washes during a particular period of time.

Example – One Day:
 1,000 students x 2 HW x 1 day = 2,000 Total Hand Washes

Next, take the number of Total HW divided by the number of hand washes per refill to calculate the number of refills needed.

Example: One Day, Using Foam Soap at 1333 HW/Refill:
 2,000 Total HW ÷ 1,333 = 1.5 Refills Needed

Finally, multiply the number of refills needed by the \$8 per refill cost to get the total cost.

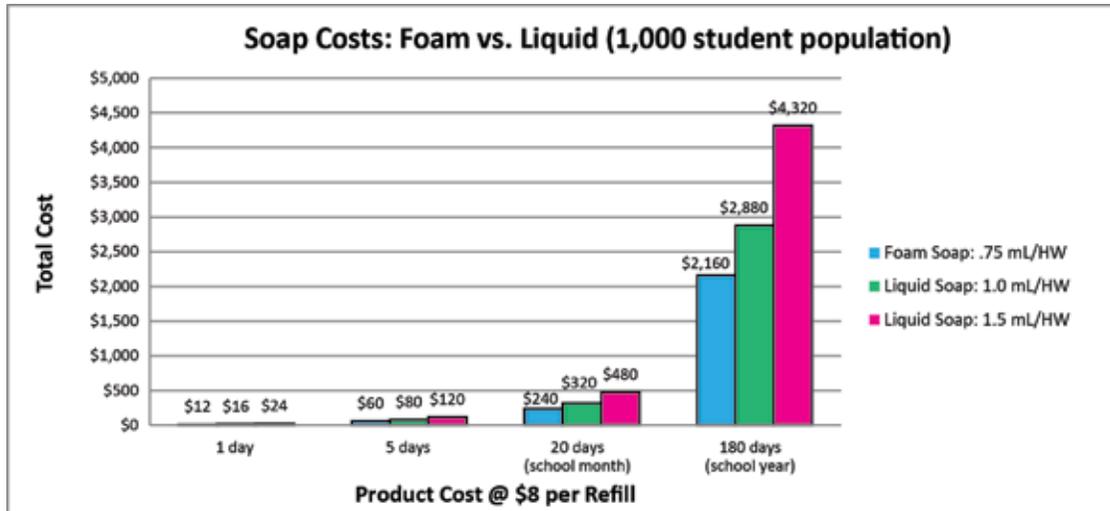
Example: One Day, Using Foam Hand Soap at 1333 HW/Refill:
 1.5 refills needed x \$8 = \$12 Total Cost

Number of Hand Soap Refills for 1,000 student population and Cost based on \$8/refill:

School Days	Total Hand Washes	Foam .75 mL (1333 HW/Refill)		Liquid 1.0 mL (1000 HW/Refill)		Liquid 1.5 mL (667 HW/Refill)	
		Refills Needed	Total Cost	Refills Needed	Total Cost	Refills Needed	Total Cost
1 day	2,000	1.5	\$12	2	\$16	3	\$24
5 days (week)	10,000	7.5	\$60	10	\$80	15	\$120
20 days (month)	40,000	30	\$240	40	\$320	60	\$480
180 days (year)	360,000	270	\$2,160	360	\$2,880	540	\$4,320

How Foaming Hand Soap Saves Product Costs

In this scenario during one school year (180 days), the high school spends \$4,320 on the purchase of liquid hand soap (1.5 mL per hand wash). **That cost is double the amount as compared to foam soap costs.**



SAVINGS ANALYSIS

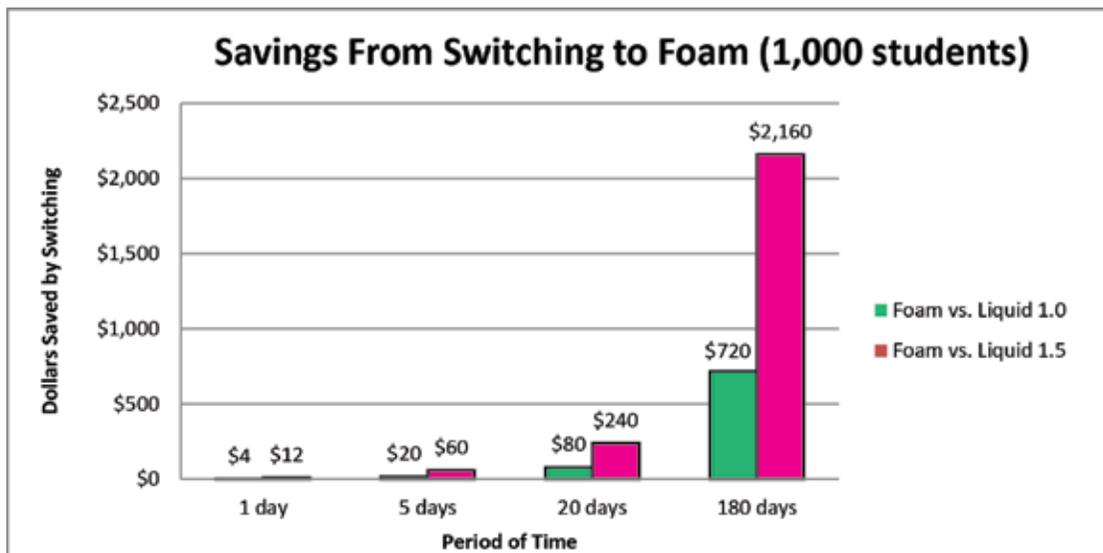
Hand Soap Savings Comparison: 1,000 Student Population

If this same high school of 1,000 students switched its liquid hand soap to foam, it could realize a savings of \$2,160 in one school year.

Product Savings Switching to Foam:

	Foaming vs. Liquid 1.0 mL			Foaming vs. Liquid 1.5 mL		
	Foam Cost	Liquid Cost	Savings	Foam Cost	Liquid Cost	Savings
1 day	\$12	\$16	\$4	\$12	\$24	\$12
5 days (week)	\$60	\$80	\$20	\$60	\$120	\$60
20 days (month)	\$240	\$320	\$80	\$240	\$480	\$240
180 days (year)	\$2,160	\$2,880	\$720	\$2,160	\$4,320	\$2,160

A graph of these figures more clearly illustrates these savings:

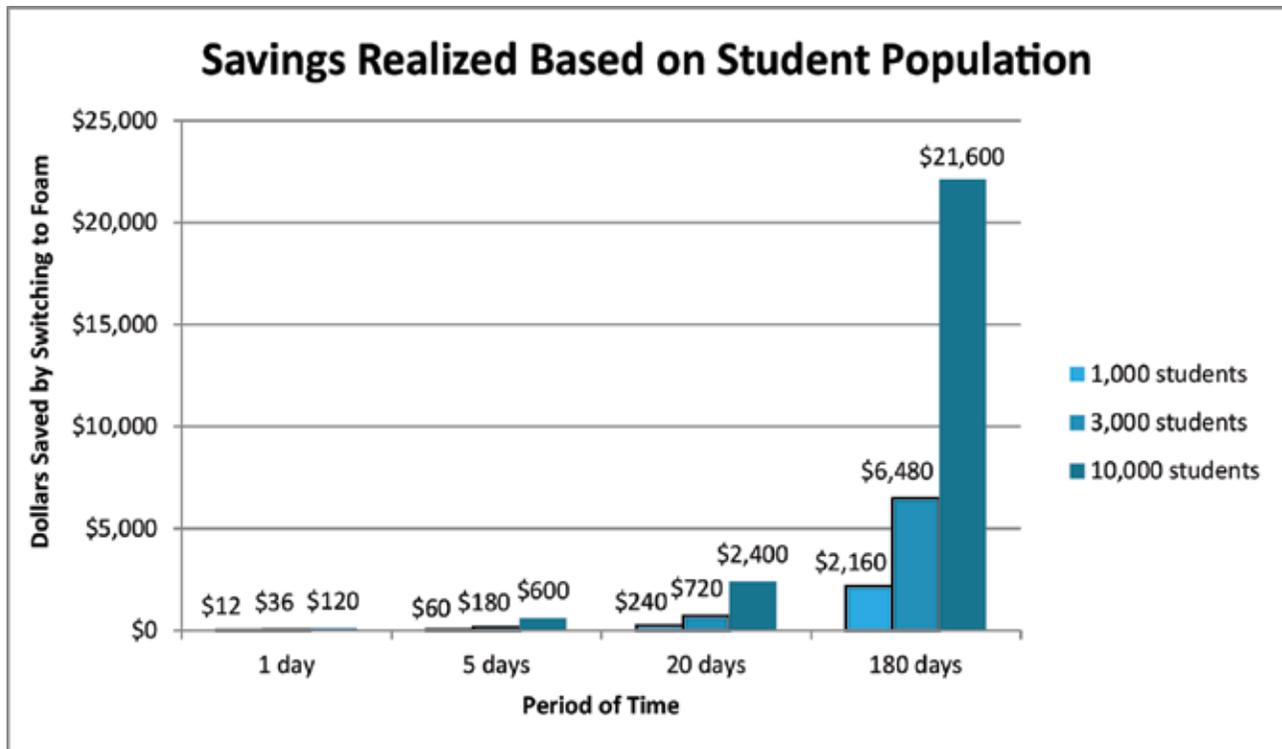


Hand Soap Savings: Different Student Populations

The savings above are based on a single high school with 1,000 students. Now consider the savings of larger schools or school districts if they switched from liquid to foam soap. *(Figures based on \$8 refills and washing hands twice a day).*

	1,000 Students	3,000 Students	10,000 Students
1 day	Save \$12	Save \$36	Save \$120
5 days (week)	\$60	\$180	\$600
20 days (month)	\$240	\$720	\$2,400
180 days (year)	\$2,160	\$6,480	\$21,600

As illustrated above, the savings realized in a simple switch of soap products can add up to a significant impact on the bottom line. **A district of 10,000 students can save up to \$21,600 a year!**



FOAM SOAP OPTIONS: NEEDS AND BUDGET

Variety of Foam Hand Soap Options

Switching to foam hand soap is an easy change for any facility manager to make in order to save product costs in restroom consumables. There are a variety of foam hand soaps available on the market to meet any facility need and budget, including these quality Kutol Products Company offerings:

How Foaming Hand Soap Saves Product Costs

Product	Color	Fragrance	Environmental Notes
Foaming Ultra Green Hand Soap	Clear	None	Green Seal™ certified Allergy sensitive
Foaming Spring Meadow Hand Soap	Blue	Spring Meadow	Green Seal™ certified
Foaming Vanilla Essence Hand Soap	Green	Vanilla	Green Seal™ certified
Foaming Luxury Hand Soap	Pink	Tropical	Green Seal™ certified USDA BioPreferred®
Foaming Luxury Dye & Fragrance Free Hand Soap	Clear	None	Green Seal™ certified
Foaming Enriched Moisture Wash	Teal	Jasmine	
Foaming Advanced Antibacterial Hand Soap	Golden-Amber	Citrus Spice	Formulated without Triclosan



Foaming Ultra Green Hand Soap



Foaming Spring Meadow Hand Soap



Vanilla Essence Hand Soap



Foaming Luxury Hand Soap



Foaming Advanced Antibacterial Hand Soap



Foaming Enriched Moisture Wash



Foaming Luxury Dye & Fragrance Free Hand Soap

Reference: "Foam Soap vs. Liquid Soap Benefits" Fact Sheet, Kutol Products Company, http://www.kutol.com/wp-content/uploads/2013/02/Kutol-DS-Disp-vs-compet_Foam-vs-Liquid.pdf and internal calculations.