

University Reaps Savings, Health, and Style with Soap

The right maintenance supply consultation can lead to greater product ideas, cost savings, and improved interior design aesthetics. Just ask Brame Specialty Company in Durham, North Carolina, the supplier to a number of major facilities, schools, and universities.

“One of our customers is a university with a student body of over 20,000. They are always **looking for solutions to improve quality while trimming costs** from its budget,” notes Wayne Pridgen, sales consultant for Brame Specialty Company. “The university’s facility management team approached us for **ideas to promote healthy hand hygiene in its medical facilities**. So we took a look at its restroom program and in particular, its hand soap products and dispensing units.”



“During our on-site audit **we found outdated manual soap dispensers and the use of liquid hand soap**,” Pridgen continues. “Through our partnership with Kutol Products Company, we immediately knew how to address the hand hygiene aspect of the program.”

Brame also observed the tremendous amount of school spirit demonstrated throughout the campus. With this information, Brame worked with Kutol, one of its key suppliers, to put together a program that would encourage hand washing, save costs, and promote university spirit.

First, Brame used Kutol’s Cost Calculator to show how much money the university could save each year by making a simple switch from its current liquid antibacterial soap to Kutol’s Foaming Antibacterial Hand Soap. **Kutol’s foam soap only uses .75 mL of product per hand wash versus 1.5 mL per hand wash of their current liquid soap.** This resulted in a 50% reduction of soap usage annually.

Next, Brame recommended **Kutol’s new Designer Series dispensers for an updated look** for dispensing the foam soap. These upscale, durable dispensers sport a contemporary style and are available in many color options. They can be customized with school logos printed on the dispensers and custom printed window cards to help identify the product inside each dispenser.

Kutol’s Designer Series dispensers are available in **Manual push and Automatic dispensing options that use the same refill bags.** The university loved this idea because it allowed them to minimize the number of SKUs they had to stock. Best of all, the Manual and Automatic dispensers share a universal cabinet that allows staff to quickly turn a Manual dispenser into an Automatic dispenser without having to remove the cabinet from the wall.

The conversion to the sleek, stylish Designer Series dispensers added a consistent and aesthetically pleasing touch to the medical facility restrooms. Staff, students, patients and visitors were **attracted by the school colors of the dispensers (which encouraged use) while the foaming soap saved thousands of dollars annually.**

In the end, both budget and medical campus were healthier and happier.