

COMPARE AND SAVE

	PAK-IT®	Ready-To-Use	Mix & Dispense	Concentrated Chemicals
Cost per unit	<p>Costs significantly less than ready-to-use.</p> <p>Marginally higher than Mix & Dispensing systems or concentrated chemicals.</p>	<p>Always a higher cost per unit size due to lower volume usage and extra packaging</p>	<p>Lower cost per unit, but requires M & D equipment and regular maintenance. Normally used by high-volume customers only.</p>	<p>Typically second lowest cost per unit, but requires mixing equipment and training.</p>
Additional costs and related issues to be considered in the overall cost of cleaning				
Shipping cost (applied to per unit cost)	<p>97% reduction in weight means minimal increase to per unit cost.</p>	<p>Significant increase per unit cost due to additional weight and packaging</p>	<p>Minimal to average increase per unit depending on dilution ratio</p>	<p>Minimal to average increase per unit depending on dilution ratio</p>
Mobility	<p>Extremely mobile. (easily transported to the point of use.)</p>	<p>Very mobile. Product can be very heavy to carry to remote areas.</p>	<p>Zero mobility Equipment attached to wall in storage area. Can be heavy or cumbersome to handle.</p>	<p>Somewhat mobile. Requires mixing equipment or chemical containment. Can be heavy or cumbersome to handle.</p>
Storage	<p>Minimal storage space required. Numerous available package sizes provide multiple storage options. You can store over \$2,000 of product in a broom closet.</p>	<p>Quarts come in 12 x 1 cases weighing approx. 35 pounds or 4x1 gallon and 5 gallon pails, weighing even more. Product wastes valuable office or warehouse space.</p>	<p>Total space assessment should include the space used for the Mix & Dispensing equipment and for backup inventory supplies.</p>	<p>Products come in quarts, 4x1 gallons, 5 pails & 55 gallon drums. Storage space can be excessive and can require multiple locations.</p>
Order frequency (Available Package size convenience)	<p>Package flexibility to meet volume requirements. Backup inventory requires minimal space.</p>	<p>High frequency of reorders due to large storage space requirements.</p>	<p>Backup inventory mandatory in some cases due to customize fittings matching equipment to consumables.</p>	<p>Highly dependent on usage and package size. Normally higher inventory levels with lower reorder frequency.</p>

COMPARE AND SAVE

	PAK-IT®	Ready-To-Use	Mix & Dispense	Concentrated Chemicals
--	----------------	---------------------	---------------------------	-------------------------------

Additional costs and related issues to be considered in the overall cost of cleaning

<p>Refill labor At labor cost of \$7.50/hr every minute wasted retrieving cleaning products adds additional \$.12 to per unit cost.</p>	<p>Package provides Mobility, and ease of use.</p> <p>Concern Eliminated</p>	<p>Time required to go retrieve product from storage area.</p> <p>Adds \$.60 to \$1.20 or more per quart in total cost.</p>	<p>The time required to return to the mix and dispense equipment and refill the container when empty.</p> <p>Adds \$.60 to \$1.20 or more per quart in total cost.</p>	<p>The time required to return to the storage area, measure, mix and refill the container.</p> <p>Adds \$.60 to \$1.20 or more per quart in total cost.</p>
<p>Overdosing Concern of wasted chemical, personal safety and potential damage to surfaces being cleaned</p>	<p>Portion Control</p> <p>Concern Eliminated</p>	<p>RTU products</p> <p>Concern Eliminated</p>	<p>The equipment must be serviced and inspected for accuracy on a regular basis. The equipment can be tampered with to manipulate the dilution rates. This can also double to triple your cost per unit.</p>	<p>Proper training is required to make sure that proper techniques are used to accurately measure and mix chemicals. This can also double to triple your cost per unit.</p>
<p>Quality Control The ability to monitor usage to determine if proper quantities of product are being used to meet cleaning requirements.</p>	<p>Individual packaging technology provides accountability to monitor usage.</p> <p>Concern Eliminated</p>	<p>RTU products are individually packaged providing accountability to monitor usage.</p> <p>Concern Eliminated</p>	<p>Package size does not permit accountability for multiple users. Usage requires staff monitoring. Usage is also highly dependent on the accuracy of dilution device and its proper function.</p>	<p>Training is required to ensure that proper techniques are used to accurately measure chemicals.</p>
<p>Theft</p>	<p>Individual packaging technology provides accountability and the ability to monitor for abnormal usage deterring theft.</p>	<p>RTU products are individually packaged providing accountability to monitor usage deterring theft.</p>	<p>Theft is extremely difficult due to unique packaging or large package sizes.</p> <p>Concern Eliminated</p>	<p>Theft is difficult due to large package sizes in most cases.</p>

COMPARE AND SAVE

	PAK-IT®	Ready-To-Use	Mix & Dispense	Concentrated Chemicals
Additional costs and related issues to be considered in the overall cost of cleaning				
Chemical spills	Portion Control Concern Eliminated	RTU products Concern Eliminated	Training required to avoid chemical spills during product replacement. Equipment malfunction can cause spills. Normally, spill containment is required.	Training is required to avoid chemical spills during measuring and mixing procedures. In some cases spill containment is required.
Injuries Exposure to concentrated chemicals	Protective Packaging Concern Eliminated	No Concentrated Chemicals Concern Eliminated	Exposure to concentrate chemical can occur during the refilling of the equipment or if equipment is not functioning properly.	Exposure to concentrated chemicals will occur during measuring and mixing process.
Compliance to cleaning program Issues related to refilling empty product	Portion Control provides Ease-of-use & simplicity. Concern Eliminated	RTU products provide Ease-of-use & simplicity. Concern Eliminated	Training is required to refill dispenser and address equipment malfunctions. Process can deter employees who are not cleaning professionals.	Training is required to learn how to measure & mix chemicals. Process can deter employees who are not cleaning professionals.
Cleaning efficacy Product quality & under dosing will result in poor product efficacy and increased labor requirements	Water Soluble Portion control provides perfect dosage Concern Eliminated	RTU products have a consistent dosage. Concern Eliminated	Extremely low dilution ratios tend to produce inferior product. Malfunctioning equipment can produce random dosage. Normal service is required.	Training and equipment is required to assure that employees are capable of measuring and understanding the different ratios per product to ensure product quality.
Workman's Compensation Claims/injuries caused by refilling or moving product	Water soluble Portion Control Risk Eliminated	Minimal risk with carrying heavy product containers.	Limited risk due to exposure to concentrated chemicals during refilling process and when carrying/moving of heavy product containers.	Highest risk due to exposure to concentrated chemicals and carrying/moving of heavy product containers.
Training Refill process	Water Soluble Portion control provides perfect dosage Concern Eliminated	RTU products have a consistent dosage. Concern Eliminated	Mandatory for refilling process and repairs	Significant & Mandatory