



**PAK-IT<sup>®</sup>**

**THE PAK-IT ADVANTAGE**

*Completely Dissolves in Water!*





## Introduction

Every business or industry has specific needs and requirements when ordering JanSan products. No matter what those needs are, our PAK-IT® line offers clients numerous advantages for improving their financial bottom line.

These advantages involve both *direct cost savings* such as reduced freight charges and *indirect cost savings* such as improvements in labor productivity and inventory management. But we don't stop there. PAK-IT also helps our clients become better stewards of the environment while offering even more *direct cost savings* by reducing waste disposal costs and *indirect savings* by reducing carbon emissions along the supply chain.

## The following list articulates the major “bottom line” advantages of the PAK-IT line:

### Lower Unit Costs

If your business is currently using conventional bulky, water-based, chemical cleaning agents that come in pre-mixed 1 gallon jugs, 5 gallon pails or 55 gallon drums, our PAK-IT products will significantly reduce your unit costs. All we need to manufacture is the chemical concentrate. We limit its containment to 100% water soluble film, reusable bottles and a fraction of plastics used for packaging; and incur no additional expense manufacturing vast quantities of water-based chemicals and expensive plastic and steel containment.

### Lower Freight Costs

Our PAK-IT products will significantly reduce your freight costs because we do not ship water. Our chemical concentrates are enclosed in a water soluble film weighing a fraction of costly conventional water-based products. For example: 20 quarts of PAK-IT Glass and Hard Surface Cleaner can fit into a soup can. Compare that to 20 quarts of conventional cleaner which require nearly 4 standard shipping cases.

Simply put:

**20 quarts of PAK-IT = 4 ounces**  
**20 quarts conventional cleaner = 44 pounds**

We also offer considerable savings on shipping. For example, just compare these three-day ground shipping rates from New York to Los Angeles:

**Conventional cleaner = \$42.08, PAK-IT = \$7.18**  
**SAVINGS OF NEARLY \$35.00!**

With oil prices skyrocketing you could end up paying more in freight for conventional products than the cost of the chemical itself! If your business is ever caught short of supply, express shipping their product would be exponentially higher. Lastly, use caution with suppliers who offer “free freight.” They are hiding actual costs by building them into their unit price.

### Portion Control to Eliminate Wasting Product

Using conventional bulky, water-based, chemical cleaning agents that come in heavy, hard-to-handle jugs, pails or drums, increases the likelihood of wasting that product due to incorrectly measuring it. But since our PAK-IT products are self-contained, portion-controlled packages, you eliminate any potential for wasting product—and money!

### Portion Control to Improve Effectiveness

Using conventional bulky, water-based, chemical cleaning agents that come in heavy, hard-to-handle jugs, pails or drums, increases the likelihood that users will either over-dose or under-dose. Either way, too much or too little, can be ineffective. Our PAK-IT products ensure the precise measure of chemical concentrate is used to achieve optimal cleaning performance.



## Lower Storage Costs

If your business is currently using either conventional bulky, water-based, chemical cleaning agents or a concentrated Mix & Dispense system, our PAK-IT products will drastically reduce your storage costs and enable you to maximize the full utility and capacity of that space for more productive and worthwhile purposes.

For example: 800 quarts of PAK-IT cleaning products could be stored in the space of 4 shoe boxes. Compare that with 800 quarts of conventional cleaning product that would require over 100 square feet of janitor storage space. Just visualize the space you could save:

### 4 shoe boxes vs. 100 cubic feet of storage space

In addition, the Mix and Dispense apparatus requires significant wall space for mounting it in your supply room, wet room or kitchen, not to mention the extra square footage needed for bladder refills or block cake concentrate.

## Lowering Your Capital Equipment Costs

Using or upgrading to a Mix & Dispense system requires making a significant capital investment for the Mix & Dispense apparatus as well as locking yourself into that cleaning method indefinitely. This commitment also includes non-negotiable future costs for chemical concentrate supply as well as incurring the opportunity costs associated with your inability to change methodologies based on industry innovation.

## Inventory Management

If your business is using or upgrading to a Mix & Dispense systems, you need to consider whether or not you are getting the transparency and accountability you need in terms of quantity of product actually used vs. billing. PAK-IT products are measurable and provide your operations or facilities manager complete audit capabilities. This enables better forecasting of costs and improves supply side processes.

## Labor Productivity

If your business is using or upgrading to a Mix & Dispense systems, you need to consider the large indirect costs associated with having a stationary refill station. This is particularly applicable in hotels and casinos, office buildings, or any business where cleaning supplies are stored at a significant distance from the point where cleaning takes place. Using Mix and Dispense systems require janitorial and housekeeping staff to waste time back tracking to established refill stations, resulting in quantifiable loss of hours per week in productivity, while significantly increasing indirect costs to your business.

For example: Just imagine a hotel with 400 rooms serviced by 30 housekeepers, each returning just one time per day to a refill station 20 floors away. Making that 20 minute round trip from floor to refill station, at minimum wages of \$7.25/hour, would result in 10 extra hours a day in nonproductive labor totally \$72.50. That amounts to over \$26,400 a year! The multiplier effect on larger hotels or organizations can be measured in the millions of dollars a year in lost labor productivity.

With PAK-IT, however, each janitor or housekeeper can carry several weeks' worth of PAK-IT products with them at all times. All they need to do is add water which obviously is available on every floor. Its simplicity is astounding.

## Employee Safety

If your business is currently using either conventional bulky, water based, chemical cleaning agents or a concentrated Mix & Dispense system, you are exposing your janitors and housekeepers to dangerous chemical products through accidental spilling.

PAK-IT products significantly improve user safety by eliminating all accidental spilling. Our products are 100% contained in individual packages that do not require cutting, tearing, measuring or pouring. Simply drop a PAK-IT into a spray bottle, mop bucket, sink or floor scrubber and add water. You then have the precise measure of concentrate with zero chemical exposure to the housekeeper, janitor or any other user.

## Ease of Use

Our PAK-IT products offer a simple, easy-to-use, color-coded system from the products themselves and their containers, to the spray bottles and labeling used on them. Each of the 24 PAK-IT products are easily identified, with labels written in both English and Spanish. They come in various sizes specifically designed for spray bottles, mop buckets or floor scrubbers.

Conventional cleaning chemical solutions require specific training for identification and measuring, while Mix & Dispense systems require training on the apparatus and its maintenance. With PAK-IT, training costs are significantly reduced because of its simplicity and ease of use.

## Weight considerations

If your business has weight or ballast considerations like commercial or recreational shipping or aviation, then PAK-IT offers significant weight reductions which translate into considerable financial savings.

## Carbon Emissions and Other Greenhouse Gases

Using conventional water-based, bulky, chemical cleaning agents that come in heavy pre-mixed gallon jugs, five gallon pails or 55 gallon drums creates a considerable carbon foot print associated with its production, freight and storage. Our PAK-IT products will reduce your CO2 footprint along the entire supply chain simply because we do not ship water.

## Reduced Waste Disposal Costs and Landfill Dependency

There are considerable costs associated with waste disposal from conventional bulky, water-based chemical cleaning agents that come in either disposable gallon jugs, or cartridges, or *cut, tear, pour* applications. Add to that expense, the fact that waste disposal from these products has created overflowing plastics landfills.

Fortunately, PAK-IT products reduce your waste disposal costs, while advancing your environmental agenda. Our products dissolve completely in water, so there is no throw-away cartridge or tear packet, and our sturdy spray bottles are design to be reused over and over again.

## Exclusive Patented Technology

Our 100% dissolvable packaging also eliminates user exposure to cleaning chemicals providing a safer alternative to other concentrated cleaning delivery systems.



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customer service: 800.426.1127 • office: 215.743.4201 • fax: 215.288.0847  
big3packaging.com • 4201 Torresdale Avenue, Philadelphia, PA 19124

