



# toilet tissue



Cost In use Calculator

## STEP 1 - Current usage

Client name	XYZ Sample Customer	
Current type	D2400 Deluxe 400 Sheet	
Price per case	\$49.12	Excl. GST
Cases bought per month	5	
Length per sheet	11	cm
Number of sheets per roll	400	
Number of rolls per case	48	
Paper length per case	2,112	metres

## STEP 2 - Proposal

Proposed product	DJ2 Deluxe 2-Ply Jumbo	
Price per case (End User)	\$41.98	Excl. GST
Length per sheet	30000	cm
Number of sheets per roll	1	
Number of rolls per case	8	
Paper length per case	2,400	metres

## STEP 3 - Usage

	Current	Proposed	Usage Per Event (cm)	
Product	D2400 Deluxe 400 Sheet	DJ2 Deluxe 2-Ply Jumbo	RTT 1	334.03
Use per event (cm)	278.37	214.49	RTT 2	278.37
			RTT 3	231.99
Wastage	Pilferage 0 %	0 %	SITT 1	226.36
	Butt roll 0 %	0 %	SITT 2	188.63
Usage reduction factor (URF)		22.95 %	Jumbo 1	257.39
			Jumbo 2	214.49

## STEP 4 - Conversion

	Current	Proposed
Product	D2400 Deluxe 400 Sheet	DJ2 Deluxe 2-Ply Jumbo
Amount bought per year	60 cases	
	126,720 metres	
Usage reduction factor		22.95 %
Forecast for proposal		97,640 metres
		41 cases



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## STEP 6 - Business case

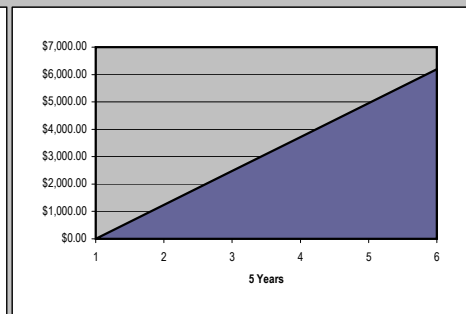
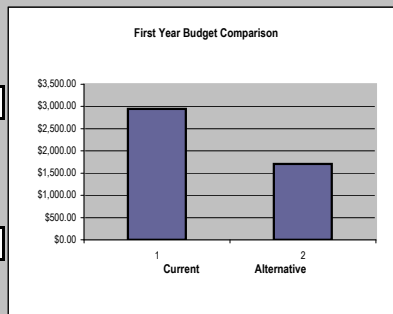
Client name	XYZ Sample Customer	
Product	<b>Current</b> D2400 Deluxe 400 Sheet	<b>Proposed</b> DJ2 Deluxe 2-Ply Jumbo
Price per case	\$49.12	\$41.98 Excl. GST
Total cases per year	60	41
First year budget	\$2,947.20	\$1,707.89 Excl. GST
+ Dispenser investment		Excl. GST

### ESTIMATED COST REDUCTION (%)

**42%**

### ESTIMATED ANNUAL SAVINGS

**\$1,239**



### Legal Statement

The dollar savings projected in this "Cost in Use Calculator" are based on estimates of the quantity of the proposed toilet tissue required to do the same job as the current tissue. The savings derived are an indication only and Pacific Hygiene Ltd recommends a full trial be conducted before relying on the comparative savings from using the proposed toilet tissue rather than the current tissue.

