



# hand towel



Cost In use Calculator

## STEP 1 - Current usage

Client name / usage / length (cm)	<input type="text" value="XYZ Sample Company"/>
Current type	<input type="text" value="Cabinet Roll-a-Towel"/>
Price per case	<input type="text" value="\$5.50"/> Excl. GST
Cases bought per month	<input type="text" value="10"/>
Length per sheet (cm) or roll (m)	<input type="text" value="30"/> cm / m
Number of sheets per pack / roll	<input type="text" value="90"/>
Number of packs / rolls per case	<input type="text" value="1"/>
Number of sheets per case	<input type="text" value="90"/> sheets

## STEP 2 - Proposal

		<u>Length per Sheet (cm)</u>	<u>Sheets per Roll</u>
Proposed product	<input type="text" value="US300 Ultra Silk Hand Towel"/>	1 Ply 182m Roll - 32cm	568
Price per case (End User)	<input type="text" value="\$44.26"/> Excl. GST	1 Ply 182m Roll - 28cm	650
Length per sheet (cm) or roll (m)	<input type="text" value="31.25"/> cm	1 Ply 182m Roll - 24cm	758
Number of sheets per pack / roll	<input type="text" value="100"/>	1 Ply 182m Roll - 20cm	910
Number of packs / rolls per case	<input type="text" value="20"/>	3 Ply 100m Roll - 32cm	312
Number of sheets per case	<input type="text" value="2,000"/> sheets	3 Ply 100m Roll - 28cm	357
		3 Ply 100m Roll - 24cm	416
		3 Ply 100m Roll - 20cm	500

## STEP 3 - Usage

	<u>Current</u>	<u>Proposed</u>
Product	<input type="text" value="Cabinet Roll-a-Towel"/>	<input type="text" value="US300 Ultra Silk Hand Towel"/>
Use per event (sheets)	<input type="text" value="3"/>	<input type="text" value="2"/>
Wastage		
Pilferage	<input type="text" value="0"/> %	<input type="text" value="0"/> %
Streaming	<input type="text" value="0"/> %	<input type="text" value="0"/> %
Usage reduction factor (URF)		<input type="text" value="33.33"/> %

## STEP 4 - Conversion

	<u>Current</u>	<u>Proposed</u>
Product	<input type="text" value="Cabinet Roll-a-Towel"/>	<input type="text" value="US300 Ultra Silk Hand Towel"/>
Amount bought per year	<input type="text" value="120"/> cases	
	<input type="text" value="10,800"/> sheets	
Usage reduction factor		<input type="text" value="33.33"/> %
Forecast for proposal		<input type="text" value="7,200"/> sheets
		<input type="text" value="4"/> cases



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## STEP 5 - Business case

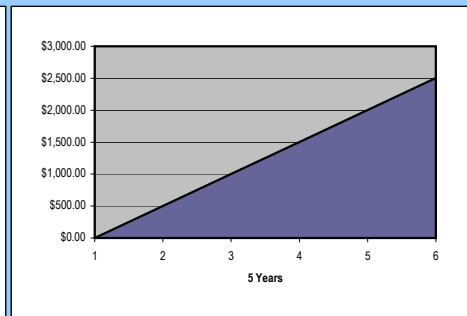
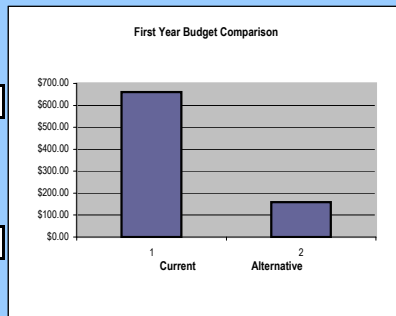
Client name / usage / length (cm)	XYZ Sample Company	
	<b>Current</b>	<b>Proposed</b>
Product	Cabinet Roll-a-Towel	US300 Ultra Silk Hand Towel
Price per case	\$5.50	\$44.26 Excl. GST
Total cases per year	120	4
First year budget	\$660.00	\$159.34 Excl. GST
+ Dispenser investment		Excl. GST

### ESTIMATED COST REDUCTION (%)

76%

### ESTIMATED ANNUAL SAVINGS

\$501



### 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.