

Advisory Bulletin



TB-102 Universal – Proprietary Soap Dispensing Cost-In-Use

There can be up to a **70% savings** in the costs of soap by specifying and/or switching to soap dispensers that use universal soap, vs. dispensers that use proprietary or cartridge based soap. You can calculate savings using the easy-to-use cost savings calculator by clicking on the icon below, or refer to the table below to see annual savings in various traffic environments.



| | Low Traffic | | Medium Traffic | | High Traffic | |
|-------------------------------------|-----------------|-------------|-----------------|-------------|------------------|-------------|
| | Universal | Proprietary | Universal | Proprietary | Universal | Proprietary |
| Daily Restroom Traffic ¹ | 360 | 360 | 500 | 500 | 1750 | 1750 |
| Number of Sinks | 4 | 4 | 6 | 6 | 10 | 10 |
| Number of Operating Days | 260 | 260 | 300 | 300 | 360 | 360 |
| Cost of Soap / 1000 ml | \$ 3.54 | \$ 11.58 | \$ 3.54 | \$ 11.58 | \$ 3.54 | \$ 11.58 |
| Annual Soap Consumption (ml) | 187,200 | 187,200 | 300,000 | 300,000 | 1,260,000 | 1,260,000 |
| Annual Soap Costs ² | \$ 663 | \$ 2,168 | \$ 1,063 | \$ 3,475 | \$ 4,463 | \$ 14,594 |
| Annual Soap Savings | \$ 1,505 | | \$ 2,412 | | \$ 10,132 | |
| Soap Savings / Sink | \$ 376 | | \$402 | | \$ 1,013 | |

¹ Daily restroom traffic is for men's and women's bathroom for a particular environment

² Cost based on taking an average of basket of commercially marketed universal and proprietary soaps in the market / 1000 ml

Typical months Payback in using Bobrick Counter-Mounted Universal Soap Dispensers:

| | |
|-------------------------------|------------|
| Manual Liquid Soap Dispenser | < 2 Month |
| Manual Foam Soap Dispenser | < 2 Months |
| Automatic Liquid Dispenser | < 6 Months |
| Automatic Foam Soap Dispenser | < 6 Months |