

# Advisory Bulletin



BUILDING VALUE SINCE 1906

## 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 <sup>1</sup>	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 <sup>2</sup>	\$ 663	\$ 2,168	\$ 1,063	\$ 3,475	\$ 4,463	\$ 14,594
Annual Soap Savings	<b>\$ 1,505</b>		<b>\$ 2,412</b>		<b>\$ 10,132</b>	
Soap Savings / Sink	<b>\$ 376</b>		<b>\$402</b>		<b>\$ 1,013</b>	

<sup>1</sup> Daily restroom traffic is for men's and women's bathroom for a particular environment

<sup>2</sup> 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