



**WORX Environmental Products, Inc.**

Estimate Potential Savings Form 2010  
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**Instructions for Use of This Form:**

**This form will provide concrete information about whether or not a customer can enjoy a cost-savings by switching to WORX All-Natural Hand Cleaner.**

The following form will automatically populate the field values with only a few entries by the user. Please follow these simple instructions, and note that all items in **bold** (below) must be completed.

- 1. Enter the date – mm/dd/yyyy (eg: 09/01/2009)**
- 2. Enter the name of the company or customer this form is being developed for**
- 3. Enter the name of the hand cleaner currently in use (ie – Zep, GoJo, Fast Orange, etc)**
4. Enter the size or volume of the current hand cleaner (in L or lbs)
- 5. Select whether this product is purchased by case or by unit**
- 6. Enter the number of units or cases (as selected in 5) used per week**
- 7. Enter the current cost per unit or case (as selected in 5) of hand cleaner currently in use**
- 8. Enter the number of employees currently using hand cleaner**
- 9. Enter the price being quoted for the WORX All-Natural Hand Cleaner, per case.** This item must be completed in order to accurately compare prices. *Hint: Hover mouse over fields for additional information.*

As these entries are completed, the file will calculate current costs – based on customer entry – and the potential costs based on the quoted price of WORX All-Natural Hand Cleaner. Due to extensive testing, we at WORX know that one 4.5 lb bottle of product holds roughly 1,600 hand washes, one 3.0 lb bottle of product holds roughly 1,100 washes, and one 1.0 lb bottle will yield roughly 400 washes.

These figures are used in conjunction with the number of employees using hand cleaner in order to determine weekly, and then yearly, consumption. As we know that an employee will wash his or her hands 4 – 5 times per day, this calculation uses a set value of 5 hand washes, per employee, per day, as well as a 7-day workweek. Please note that 1.0 lb of the All-Natural Hand Cleaner will yield the same amount of cleaning capacity as 1 - 1.5 gallons of a liquid competitor, 3.0 lbs is equivalent to 3 - 4.5 gallons, and 4.5 lbs is equivalent to 4.5 - 6 gallons

Please note, clicking the “Submit” button on either page will e-mail your form to WORX Environmental Products. This is a voluntary program, and requires that all fields be filled in. If you are using a desktop-based e-mail program, such as MS Outlook, an e-mail message addressed to [marketing@worx.ca](mailto:marketing@worx.ca) will automatically open. If you are using an internet-based e-mail program, such as Yahoo! or Gmail, you must first save the form to your computer and manually attach it to an e-mail addressed to [marketing@worx.ca](mailto:marketing@worx.ca).

Thank you.

**WORX Environmental Products, Inc.**

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Environmentally-Responsi

www.worx.ca  
Industrial Strength Cleaning,  
ble Results



Date: \_\_\_\_\_

Company / Customer Name: \_\_\_\_\_

Current Hand Cleaner Name: \_\_\_\_\_ Size of Current Hand Cleaner: \_\_\_\_\_

Product Sold in Case or by Unit? Case Unit Units or Cases Used Per Week: \_\_\_\_\_

Customer Cost on Current Product: \_\_\_\_\_ Number of Employees using Hand Cleaner: \_\_\_\_\_

Size of WORX All-Natural Hand Cleaner being Quoted: 3.0 lb

Quoted Price of WORX All-Natural Hand Cleaner (by case): \_\_\_\_\_

	Competitor Product	WORX All-Natural 3.0 lb
Size		3.0 lb
Unit or Case?		
Price Per Unit		
Units Used per Week		
Cost per Week		
Units Used per Year		
Cost per Year		

**Potential Annual Savings (\$)** \_\_\_\_\_

**Potential Annual Savings (%)** \_\_\_\_\_

**\*Units used for WORX All-Natural Hand Cleaner are based on the following information:**  
 One 4.5 lb jar will yield roughly 1,600 hand washes.  
 One 3.0 lb jar will yield roughly 1,100 hand washes.  
 One 1.0 lb jar will yield roughly 400 hand washes.  
 An employee will wash his or her hands 4-5 times per day. These calculations use a set value of 5 times, per day, per employee, and a 7-day workweek

HINT: Hold mouse over fields for additional information.