

Brady	
Quoted annual cost increase	8.00%
Detergent	
Quoted Price	\$74.62
Quote unit of measure	gallons
Quote units	3
Use unit of measure	mL
Quote price per use unit of measure	\$0.00657
Yield, # of cycles	4517
Unit of measure consumption per cycle	2.51410
Cycle water use rate, gallons	1.7
Use rate per gallon of water	1.47888
Unit of measure cost per gallon	\$0.00972
Unit of measure cost per cycle	\$0.01652
Rinse Aid	
Quoted price	\$126.75
Quote unit of measure	Gallons
Quote units	3
Use unit of measure	mL
Quote price per use unit of measure	\$0.01116
Use rate per cycle	0.74
Cost per cycle	\$0.00826
Quaternary sanitizer	
Quoted price	\$39.00
Quote unit of measure	Gallons
Quote units	5
Use unit of measure	Fluid ounce
Quote price per use unit of measure	\$0.06094
Use unit consumption per gallon	0.40
Cost per treated gallon	\$0.02438
Detergent cost per wash	\$0.01652
Rinse aid cost per wash	\$0.00826
Total cost per wash	\$0.02478
Annualized washing cost	\$2,141
Annualized quaternary cost	\$889
Projected cost of agreement, year 1	\$3,030
Projected cost of agreement, year 2	\$3,273
Projected cost of agreement, year 3	\$3,534
Projected total cost of agreement	\$9,837
Projected cost of agreement, year 4	\$3,817
Projected cost of agreement, year 5	\$4,122
Potential cost of agreement w/ extension:	\$17,777

ProGuard	
Quoted annual cost increase	3.00%
Detergent	
Quoted Price	\$85.86
Quote unit of measure	gallons
Quote units	5
Use unit of measure	mL
Quote price per use unit of measure	\$0.00454
Yield, # of cycles	4725
Unit of measure consumption per cycle	4.00571
Cycle water use rate, gallons	1.02
Use rate per gallon of water	3.92717
Unit of measure cost per gallon	\$0.01782
Unit of measure cost per cycle	\$0.03029
Rinse Aid	
Quoted price	\$101.89
Quote unit of measure	Gallons
Quote units	5
Use unit of measure	mL
Quote price per use unit of measure	\$0.00538
Use rate per cycle	1.00
Cost per cycle	\$0.00538
Quaternary sanitizer	
Quoted price	\$51.07
Quote unit of measure	Gallons
Quote units	4
Use unit of measure	Fluid ounce
Quote price per use unit of measure	\$0.09975
Use unit consumption per gallon	0.34
Cost per treated gallon	\$0.03391
Detergent cost per wash	\$0.03029
Rinse aid cost per wash	\$0.00538
Total cost per wash	\$0.03567
Annualized washing cost	\$3,082
Annualized quaternary cost	\$1,237
Projected cost of agreement, year 1	\$4,319
Projected cost of agreement, year 2	\$4,449
Projected cost of agreement, year 3	\$4,582
Projected total cost of agreement	\$13,350
Projected cost of agreement, year 4	\$4,719
Projected cost of agreement, year 5	\$4,861
Potential cost of agreement w/ extension:	\$22,930

WAXIE	
Quoted annual cost increase	3.00%
Detergent	
Quoted Price	\$95.39
Quote unit of measure	pounds
Quote units	36
Use unit of measure	ounces
Quote price per use unit of measure	\$0.16561
Yield, # of cycles	4280
Unit of measure consumption per cycle	0.13458
Cycle water use rate, gallons	1.2
Use rate per gallon of water	0.11215
Unit of measure cost per gallon	\$0.02
Unit of measure cost per cycle	\$0.03157
Rinse Aid	
Quoted price	\$90.73
Quote unit of measure	Gallons
Quote units	5
Use unit of measure	mL
Quote price per use unit of measure	\$0.00479
Use rate per cycle	1.00
Cost per cycle	\$0.00479
Quaternary sanitizer	
Quoted price	\$64.08
Quote unit of measure	Gallons
Quote units	2.5
Use unit of measure	Fluid ounce
Quote price per use unit of measure	\$0.20025
Use unit consumption per gallon	0.46
Cost per treated gallon	\$0.09212
Detergent cost per wash	\$0.03157
Rinse aid cost per wash	\$0.00479
Total cost per wash	\$0.03637
Annualized washing cost	\$3,142
Annualized quaternary cost	\$3,360
Projected cost of agreement, year 1	\$6,503
Projected cost of agreement, year 2	\$6,698
Projected cost of agreement, year 3	\$6,899
Projected total cost of agreement	\$20,099
Projected cost of agreement, year 4	\$7,105
Projected cost of agreement, year 5	\$7,319
Potential cost of agreement w/ extension:	\$34,523

Calculation Inputs & Conversions	
Ounces per pound	16.0
Fluid ounces per gallon	128.0
mL per gallon	3785.4
Wash cycle water consumption, gallons	1.7
Total annual wash cycles	86400
Total annual treated gallons	36480

	Cost quote per sale unit	Sale unit quantity	Sale UM	Consumption UM	Cost per consumption UM
Detergent					
Brady	\$74.62	3	Gallons	mL	\$ 0.00657
ProGuard	\$85.86	5	Gallons	mL	\$ 0.00454
Waxie	\$95.39	36	lbs	Oz	\$ 0.16561
Rinse Aid					
Brady	\$126.75	3	Gallons	mL	\$ 0.01116
ProGuard	\$101.89	5	Gallons	mL	\$ 0.00538
Waxie	\$90.73	5	Gallons	mL	\$ 0.00479
Quaternary Sanitizer					
Brady	\$39.00	5	Gallons	Fluid oz	\$ 0.06094
ProGuard	\$51.07	4	Gallons	Fluid oz	\$ 0.09975
Waxie	\$64.08	2.5	Gallons	Fluid oz	\$ 0.20025
Annual Price Increase					
Brady	8.0%				
ProGuard	3.0%				
Waxie	3.0%				
Conversion factors					
	Gallons	→	Fluid oz		mL
	1.0		128.0		3785.4
	Pounds	→	Ounces		
	1.0		16.0		