



## THE PROJECT

### Challenges



#### Productivity

Improperly diluted chemicals and manual dilution.



#### Costly

Less concentrated chemical attributed to more spend on usage.

### Goals



#### Productivity

More accurate dilution that reduces packaging and waste.



#### Eco Friendly

Bio-based cleaning program under the UL 2792 that was fragrance-free.

## Building Service Contractor

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### The History

The customer was looking to streamline their chemical program and use just one product to complete over 95% their cleaning tasks. From floors and carpets to hard surfaces, glass and stainless steel, they were looking for a solution that would meet or exceed their sustainability requirements while falling under the UL 2792 standard. Their goal was to help reduce their environmental footprint while reducing costs and create a clean environment for building occupants that didn't flare up fragrance sensitivities.

### Limitations

Confident in the product they were already using, the customer was reluctant to change vendors. They weren't certain they could achieve the same or better performance switching to a different cleaning product and still meet their business goals. 26 suppliers met their requirement for a chemical under the UL 2792 certification but very few offered fragrance-free options, a must-have in their workplaces.

### What We Need To Do

The Dustbane team identified some areas where costs could be cut, including dilution rates they were using with their current program that were costing them more per application when compared to **Bio-Bac Free**. There was opportunity to reduce the risk of safety hazards or the hassle of manual dilution by pairing Bio-Bac Free with the **EnviroFlex** system, eliminating unnecessary waste and simplifying their chemical preparation. The use of Bio-Bac Free prevents toxic chemicals and waste indoors, improving the quality of the buildings while reducing the risk of contaminants.

### The Success

The newly implemented **Bio-Bac Free program** created much more efficiency in the customer's applications. Reducing their packaging and waste by **133%**, they felt like this solution exceeded their expectations, helping them address some of their sustainability needs. They had reduced their cost-in-use from 30c per liter to 5c per liter, resulting in **\$19,638** in chemical savings annually. An improved cleaning system, complete with wallcharts, labels, and SDS to meet current regulations combined with exceptional cost savings.

## THE RESULTS



Cost-savings of up to

**\$19,638**



Reduction of **943 4 L jugs** for recycling annually



Reduction of **1,244 1 L** bottles annually



Reduction of cardboard waste by **338 boxes** annually