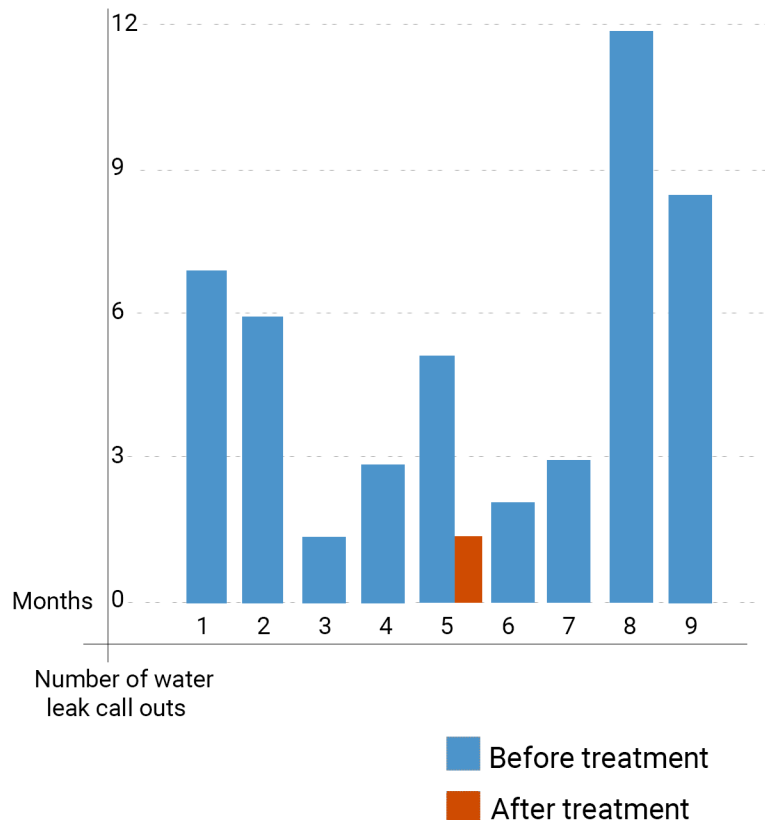


For the purpose of the trial, drains were checked to be flowing and not blocked. The tablets were installed once the case had been deep cleaned. 1 tablet per case. 130 tablets were used on 130 HT cases.

The branch have a 12 month window between deep cleans and requested a 9 month trial.

In total, 47 call outs were recorded in the 9 months before installation and 1 call out recorded in the 9 months after.



Call outs logged for water leaks

Months	1	2	3	4	5	6	7	8	9
Before treatment	7	6	2	3	5	2	3	11	8
After treatment	0	0	0	0	1	0	0	0	0

This trial demonstrates a 97% reduction in water leak call outs.

For the three years leading up to the trial, the average spend on absorbent strips annually was £2,400.00.

Reduced by 97%, that saving would be £2,328.00.

At an average cost of £240.00 per call out, the cost for the 9-month period before installation was £11,280.

Reduced by 97% to 1 call out, that saving would be £11,040.

We can see an immediate cost saving of £13,440 in the 9 months since the installation of the tablets, the cost of tablets to treat the 130 cases was £1326.00.

This demonstrates a 914% ROI.

We cannot measure, but only use the reference point of 97% to estimate the reduction in slips, trips and fall claims and time spent managing the water leaks.

Then there is the impact we can't measure or estimate such as the negative merchandising impact, fabric damage to the display chiller, fabric damage to the building, energy savings and customer perception.

This shows an immediate operational cost reduction of over 88% during the 9 months since installing Gel-clear tablets on call outs and absorbent strips alone.