



Cost Comparison Guide





Who we are

Offering multi-market, system led dispensers, the Bay West brand is sold by Northwood Hygiene Products Ltd exclusively via a network of preferred independent distributor partners.

We specialise in solutions for high-traffic and problematic washrooms and offer a wide range of dispensers and products to suit all washroom environments. Our products have been specifically designed to reduce paper consumption, which in turn reduces costs and waste.

Northwood Hygiene Products Ltd are UK owned, managed and focussed, and are one of the top manufacturers and suppliers in the UK AfH market. We are one of only a handful of companies in the UK market to be fully vertically integrated.

This document has been produced for use as a guide only, to assist in comparison of the Bay West product range with others in the market.



Bay West & The Environment

Bay West were the first UK 'away from home' brand to meet EU Eco-Label requirements. To attain this accreditation, every part of the manufacturing process from raw paper pulp to the finished product was analysed to ensure it met stringent green guidelines.

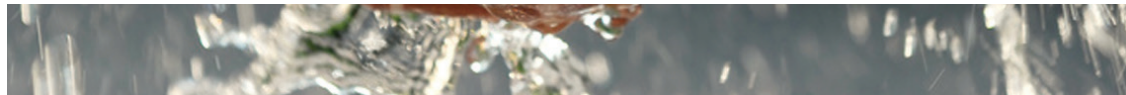
Help your customers create 'green' washrooms through:

- Using certified products with the Ecolabel symbol
- Green Washrooms brochure & website
- Wall plaque for washrooms
- Certificate



With the EU Ecolabel, Bay West Systems are officially 'Green Washroom' products

EU Ecolabel: UK/4/002



Range Information



Dispenser Type	Dispenser	Features	Product Codes				
			Black	White	Blue	Red	Green
Hand Towel	Wave 'N Dry	<ul style="list-style-type: none"> - Touch free dispensing - Measured dispensing of paper - Paper fully protected 	80010 / 80020	80060	80050	80030	80040
	Hands Free	<ul style="list-style-type: none"> - Touch free dispensing - Controlled usage, pre-measured paper - High capacity - Stub roll mechanism 	86500	86560	86550	86530	86540
	Hybrid	<ul style="list-style-type: none"> - Electronic hands-free and manual dispensing in one - Controlled issue of towel 	87510	87560	87550	87530	87540
	Accent	<ul style="list-style-type: none"> - Compact for smaller spaces - Exposed towel for hands free dispensing - Smaller diameter roll 	85500	85560	85550	85530	85540
	Folded Towel	<ul style="list-style-type: none"> - Smaller dispenser for limited spaces - For folded towels 	53502	53506	53505	53503	53504
Toilet Tissue	Revolution	<ul style="list-style-type: none"> - High capacity 3-roll dispenser - Carousel mechanism for continuous supply - Complete roll-usage system 	80302	80306	80305	80303	80304
	Side by Side	<ul style="list-style-type: none"> - Compact 2-roll holding system - Ideal for smaller spaces - Releases 2nd roll only once 1st one finished 	72600	72660	72650	72630	72640
	Vertical	<ul style="list-style-type: none"> - Compact 2-roll holding system - Ideal for smaller spaces - 2nd roll only accessible once 1st one finished 	82300	82360	82350	82330	82340
Soap	Manual	<ul style="list-style-type: none"> - High capacity with 2000 measured doses of foam soap - Simple pump action 	9600	9660	9650	9630	9640
	Automatic	<ul style="list-style-type: none"> - Touch free dispensing to reduce cross-contamination - High capacity with 2000 measured doses of foam soap 	9700	9760	9750	9730	9740

Code	Description	Ply	Colour	Sheets Per Roll	Rolls Per Case	Ecolabel	Features
437	Impressions Luxury Toilet Tissue	3	White	437	24		<ul style="list-style-type: none"> - Luxurious, superior quality and super-absorbent 3-ply - Micro-embossed and laminated for extra comfort and strength - 100% pure pulp for ultimate softness
525	Impressions Luxury Toilet Tissue	2	White	525	36		<ul style="list-style-type: none"> - Luxurious, superior quality and absorbent 2-ply - Micro-embossed and laminated for extra comfort and strength - 100% recycled
616	EcoSoft Toilet Tissue	2	White	625	36	Yes	<ul style="list-style-type: none"> - Strong yet flushable, 19 seconds breakdown after contact with water - Ideal for educational establishments - 100% recycled
126	EcoSoft Toilet Tissue	1	White	1,250	36	Yes	<ul style="list-style-type: none"> - Cost effective - Strong yet flushable, 19 seconds breakdown after contact with water - Ideal for educational establishments - 100% recycled



Code	Description	Ply	Colour	Size	Towels Per Sleeve	Sleeves Per Case	Ecolabel	Features
00487	DublSoft Micro Folded Towel	1	White	200mm x 240mm	200	15	Yes	<ul style="list-style-type: none"> - Cost effective - Embossed for additional comfort - Multiple uses - 100% recycled
00490	DublSoft Micro Folded Towel	1	Blue	200mm x 240mm	200	15	Yes	<ul style="list-style-type: none"> - Cost effective - Embossed for additional comfort - Multiple uses - 100% recycled
00491	PremSoft Micro Folded Towel	2	White	200mm x 240mm	200	15	Yes	<ul style="list-style-type: none"> - Luxurious paper, with 2-ply for superior absorbency - Embossed for additional comfort - 100% pure pulp for ultimate softness



Code	Description	Colour	Case Size	Ecolabel	Features
9601	Lotion Foam Soap	Yellow	8 x 800ml		<ul style="list-style-type: none"> - Luxurious, superior quality and super-absorbent 3-ply - Micro-embossed and laminated for extra comfort and strength - 100% pure pulp for ultimate softness
9602	Bactericidal+ Foam Soap	Clear	8 x 800ml		<ul style="list-style-type: none"> - Antiseptic - Hypoallergenic - Fragrance free - Effective against H1N1
9604	Eco Foam Soap	Purple	8 x 800ml	Yes	<ul style="list-style-type: none"> - Hypoallergenic - Gentle - Fresh blossom scent
9605	Instant Sanitiser+ Foam	Clear	8 x 800ml		<ul style="list-style-type: none"> - Instant, no water required - Minty fragrance - Effective against H1H1, MRSA and E-Coli - Contains ethanol



EU Ecolabel: UK/4/002

Code	Description	Ply	Colour	Size	Towels Per Roll	Rolls Per Case	Ecolabel	Features
3428	Impressions Luxury	2	White	20cm x 120m	428	8		<ul style="list-style-type: none"> - Luxurious, superior quality 2-ply - Laminated and pattern-embossed - 100% pure pulp for extra softness
4240	Impressions Luxury	2	Blue	20cm x 145m	518	8		<ul style="list-style-type: none"> - Luxurious, superior quality 2-ply - Laminated and pattern-embossed - 100% recycled
3777	PremSoft	1	White	20cm x 150m	535	6		<ul style="list-style-type: none"> - Specially process to make it softer - Micro-embossed for comfort - 100% recycled
3712	Accent Premium	1	White	20cm x 95m	339	12		<ul style="list-style-type: none"> - Specially process to make it softer - Micro-embossed for comfort - Smaller size for Accent dispensers - 100% recycled
4166	DublSoft	1	Blue	20cm x 190m	678	6	Yes	<ul style="list-style-type: none"> - Micro-embossed for comfort - 100% recycled
3190	SoftEco	1	White	20cm x 190m	678	6	Yes	<ul style="list-style-type: none"> - Embossed for comfort - 100% pure pulp for extra softness
3112	Accent SoftEco	1	White	20cm x 100m	357	12	Yes	<ul style="list-style-type: none"> - Embossed for comfort - Smaller size for Accent dispensers - 100% pure pulp for extra softness
8166	Hand Towel Roll	1	Blue	20cm x 155m	553	12	Yes	<ul style="list-style-type: none"> - Economical - Embossed for comfort - 100% recycled
8112	Accent Hand Towel Roll	1	Blue	20cm x 100m	357	12	Yes	<ul style="list-style-type: none"> - Economical - Embossed for comfort - Smaller size for Accent dispensers - 100% recycled
3166	EcoSoft	1	White	20cm x 192m	685	6		<ul style="list-style-type: none"> - Economical - Embossed for comfort - 100% recycled
5166	EcoSoft	1	Blue	20cm x 155m	553	12	Yes	<ul style="list-style-type: none"> - Economical - Embossed for comfort - 100% recycled



Cost Comparison Guide

This guide is to be used for comparison only.

Calculations based on customer retail prices.

Any prices quoted are correct at time of print.



Printed 08/16

Toilet Roll

Product	Approx sheets per case	Typical wastage	Average sheets used per case	Average sheets of Bay West used per case	Cases used vs. 1 Case of Bay West	If buying above this price, Bay West saves you money	Problems
SmartOne Single Roll	6,900	10%	6,210	22,500	3.62	£10.06	- Access - Run Out
SmartOne Mini Twin Roll	7,440	10%	6,696	22,500	3.36	£10.84	- Access - Run Out
Assumed zero wastage on Bay West 616 £36.42 RRP 22500 sheets per case							
Katrin 2 Roll	16,800	0%	16,800	22,500	1.34	£27.18	
Katrin 104834 2 ply Classic Toilet Tissue 6 rolls per pack 7 packs per case 400 sheets per roll 6 x 7 x 400 = 16800 sheets per case							

Jumbo Toilet Roll

150m Mini Jumbo	8,400	20%	6,720	22,500	3.35	£10.87	- Stub Waste - Run Out - Overuse
300m Jumbo	6,920	20%	5,536	22,500	4.06	£8.97	- Stub Waste - Run Out - Overuse
Note: comparing jumbo to our Revolution which is not jumbo sized							

Bulk Pack & Domestic Rolls

Product	Approx sheets per case	Typical wastage	Average sheets used per case	Average sheets of Bay West used per case	Cases used vs. 1 Case of Bay West	If buying above this price, Bay West saves you money	Problems
Bulk pack	9,000	25%	6,750	22,500	3.33	£10.94	- Pilferage - Run Out - Wastage - Abuse
320 sheet Domestic	11,520	40%	6,912	22,500	3.26	£11.17	- Pilferage - Run Out - Wastage - Abuse
200 sheet Domestic	7,200	40%	4,320	22,500	5.21	£6.99	- Pilferage - Run Out - Wastage - Abuse
For domestic rolls, assumed cases of 36 Compared to Bay West 616							



Katrin

Products	Case Qty	Towels per Case / Length	Usage per Person	No. Dries per Case	Current Case Price	Cost per 100 dries	Problems
Katrin Basic System Towel M 1-ply (460201)	6	4,692	2	2,346	£55.22	£2.71	- Run Out
Katrin Classic System Towel M2 2-ply (460102)	6	4,080	2	2,040	£55.22	£2.71	- Run Out
Katrin Classic System Towel M2 Blue 2-ply (460256)	6	3,390	2	1,695	£55.22	£2.71	- Run Out
Katrin Plus System Towel 2-ply (460058)	6	2,610	2	1,305	£55.22	£2.71	- Run Out

Bay West 3190 1-Ply White Roll	Usage per Person	No. Dries per Case	Current Case Price	Cost per 100 dries
6,643	2	3,322	£58.78	£1.77
6,643	2	3,322	£58.78	£1.77
6,643	2	3,322	£58.78	£1.77
6,643	2	3,322	£58.78	£1.77

Hands Free Dispenser:	Cuts 11" or 28cm per towel
3190 SoftEco 1ply white	190m x 6 = 1,140m / 28cm per towel = 4071 towels per case/2 = 2036 dries per case
8166 Hand Towel Roll 1ply blue	155m x 12 = 1,860m / 28cm per towel = 6643 towels per case/2 = 3322 dries per case
Katrin Basic	180m, 23cm lengths cut = 782 sheets per roll
Katrin Classic 460102	160m, 23cm lengths cut = 680 sheets per roll 21cm wide
Katrin Classic Blue 460256	130m, 23cm lengths cut = 565 sheets per roll
Katrin Plus 460058	100m, 23cm lengths cut = 435 sheets per roll

Hand Towels - Generic

Products	Case Qty	Towels per Case / Length	Usage per Person	No. Dries per Case	Current Case Price	Cost per 100 dries	Problems
C-Fold	2,400	2,400	4	600	£55.22	£2.71	- Wastage - Abuse - Overfill
Inter-fold	3,000	3,000	4	750	£55.22	£2.71	- Wastage - Abuse - Overfill
Centre-feed	6 x 150m	900m	1.5m	600	£55.22	£2.71	- Access - Overuse

Bay West 3190 1-Ply White Roll	Usage per Person	No. Dries per Case	Current Case Price	Cost per 100 dries
4,071	2	2,036	£55.22	£2.71
4,071	2	2,036	£55.22	£2.71
4,071	2	2,036	£55.22	£2.71



Bulk Fill and Cartridge Soap

Product	Volume per cartridge / ml	Estimated pumps per hand wash / same as vol	Hand washes per cartridge	Price	Cost per 100 hand washes	Bay West Eco Foam Soap 800ml - Price per case	Cost per 100 hand washes	Bay West Lotion Foam Soap 800ml - Price per case	Cost per 100 hand washes	Problems
Bulk Fill	5,000	3	1,667	£X	£X	£59.99	£0.37	£48.10	£0.30	- Messy - Time-Consuming
Cartridge	1,000	1	1,000	£X	£X	£59.99	£0.37	£48.10	£0.30	
Cartridge	800	1	800	£X	£X	£59.99	£0.37	£48.10	£0.30	
Cartridge	600	1	600	£X	£X	£59.99	£0.37	£48.10	£0.30	

Bay West dispensation volume 0.4ml
Case volume = 800 x 8 = 6,400
Volume per BW cartridge = 6,400 / 0.4ml = 16,000





Bay West is manufactured and sold under licence in the UK and Europe by Northwood Hygiene Products Ltd.

For more sales techniques, training or trouble-shooting tips contact our team on [01484 854434](tel:01484854434) or visit www.baywesteurope.com

