

...saves big with Universal Roll Towel in touchless conversion.

Case Study

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As a former hospital employee, Paul Sharp knew the value of using hands-free dispensers to control the spread of infection. When he became the Custodial Services Coordinator at Blue Valley School District in Overland Park, KS, the schools were equipped with crank dispensers. Sharp began investigating a hands-free electronic program for the schools, however the original manufacturer, a large paper company, had a proprietary program that used paper far more expensive than what the school had been using.

Sharp began looking at a universal paper program and that's when he discovered San Jamar. The company offered universal electronic touchless dispensers, including the Smart System, that cut paper costs by as much as 30 percent per case over the more expensive proprietary paper.



As appealing as the electronic, hands-free dispensers were, there were two concerns that needed to be addressed. The first, allocating funds to purchase the dispensers, was easy to overcome. The School Board was very supportive of the healthful benefits to installing touchless dispensers.

However, Sharp and his staff were also concerned that the students would abuse the new dispensers by using more paper than necessary. They decided to initiate a pilot program in the elementary school before implementing any district-wide program with the middle and high schools.

The program has been in place more than a year in the Blue Valley School district, and the School Board couldn't be happier. In addition to saving paper costs, the San Jamar dispensers have proven to be tough enough to stand up to daily rigors of young kids and the batteries last a really long time. The school has even been able to cut down on paper waste using the stub roll feature.

“We're just really pleased with the results, and look forward to installing the dispensers in the other schools,” says Sharp.

