

How to Use Cost of Concentration Guide

To calculate cost-per-use, per ounce, or per gallon:

Determine number of ounces of product per container from the conversion table of weights and measures below.

Liquids

One gallon = 128 oz., so 55 gallons of Heavy Duty Degreaser has 7,040 oz. of product.

To determine cost per oz./per use, divide selling price into net weight or volume (converted to ounces).

Example:

If cost is \$29.30, divide \$29.30 by 128 (ounces per gallon). This equals a cost of 23 cents per concentrate ounce.

When you have calculated the total number of diluted gallons, divide this figure into the cost to determine price per usable gallon costs.

Powders

Powders are measured in ounces per pound.

One pound = 16 oz., so a 50 pound box of SA8® Detergent has 800 oz. of product.

To determine cost per oz./per use, divide selling price into net weight or volume (converted to ounces).

Example:

If Selling Price of a 50 pound box of product is \$140.60, divide \$140.60 (cost) by 800 (ounces) = \$.18 per ounce X total ounces used (6) = \$1.08 per use.

Conversion Table of Weights and Measures

3 teaspoons	= 1 tablespoon	= 1/2 oz.
2 tablespoons	= 1/8 cup	= 1 oz.
4 tablespoons	= 1/4 cup	= 2 oz.
8 tablespoons	= 1/2 cup	= 4 oz.
12 tablespoons	= 3/4 cup	= 6 oz.
16 tablespoons	= 1 cup	= 8 oz.
1 cup	= 1/2 pint	= 8 oz.
2 cups	= 1 pint	= 16 oz.
4 cups	= 2 pints	= 1 quart = 32 oz.
2 quarts	= 1/2 gallon	= 64 oz.
1 gallon	= 4 quarts	= 128 oz.
2.5 gallons		= 320 oz.
30 gallons		= 3,840 oz.
55 gallons		= 7,040 oz.
1 liter		= 33.6 oz.
4 liter		= 134.4 oz.
10 liter		= 336 oz.
50 pounds		= 800 oz.

BUSINESS TO BUSINESS SOLUTIONS® Multi-Surface Cleaner					
Stock Number	Net Weight Or Volume	Selling Price	Recommended Use	Gallons of Usable Solution	Cost per gal.
60-3394	2.5 gallons		Windows, mirror: 1 teaspoon per gallon water	1,923 gallons solution	
			Porcelain, counter tops, painted and varnished surfaces, appliances, slate, stone, terrazzo, linoleum, ceramic, vinyl, rubber and asphalt tile: 1 oz. per gallon water	323 gallons	
			Hand cleaner: 1:3	10 gallons	

BUSINESS TO BUSINESS SOLUTIONS Heavy Duty Degreaser					
Stock Number	Net Weight Or Volume	Selling Price	Recommended Use	Gallons of Usable Solution	Cost per gal.
60-3395	2.5 gallons		Engines, greasy or oily tools, white-wall tires: dilute 1:1	5 gallons solution	
			Range hood filters, deep fryers: dilute 1:4	12.5 gallons solution	
			Restaurant kitchen floors, grill tops: dilute 1:8	22.5 gallons solution	
			Parts washing or pressure sprayer: dilute 1:20 with water	53 gallons solution	
60-3383	55 gallons		1:1 dilution	110 gallons solution	
			1:4 dilution	275 gallons solution	
			1:8 dilution	495 gallons solution	
			1:20 dilution	1,155 gallons solution	

BUSINESS TO BUSINESS SOLUTIONS SA8® BIOQUEST®					
Stock Number	Net Weight Or Volume	Selling Price	Recommended Use 3-5 oz. per 100 lb. load based on light soils	Number of Uses	Cost per use
60-8910	50 lb.		Based on 3 oz. per 100 lb. load	266 loads	
			Based on 5 oz. per 100 lb. load	160 loads	

BUSINESS TO BUSINESS SOLUTIONS TRI-ZYME®					
Stock Number	Net Weight Or Volume	Selling Price	Recommended Use 3-8 oz. per 100 lb. load	Number of Uses	Cost per use
60-9460	50 lb.		Detergent Booster: 3 oz. per 100 lb. load	266 loads	
			Detergent Booster: 5 oz. per 100 lb. load	160 loads	
			Pre-Soak: up to 8 oz. per 100 lb. load	100 loads	

BUSINESS TO BUSINESS SOLUTIONS All Purpose Bleach					
Stock Number	Net Weight Or Volume	Selling Price	Recommended Use 2-8 oz. per 100 lb. load for stubborn stains or soils	Number of Uses	Cost per use
60-3393	50 lb.		Based on 2 oz. per 100 lb. load	400 loads	
			Based on 4 oz. per 100 lb. load	200 loads	
			Up to 8 oz. per 100 lb. load for stubborn stains or soils	100 loads	