



JUAN RODRIGUEZ CABRILLO HIGH SCHOOL
A NATIONAL AVID DEMONSTRATION SCHOOL

2001 Santa Fe Avenue, Long Beach, CA 90810
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Dear Andrew Werth,

I wanted to let you know how well your OPS 1-Touch Foaming Soap Dispensers are working for us at Long Beach Unified School District. Over the past year, your dispensers have been placed in my school district's top 3 "toughest" schools, and have far exceeded our expectations.

Before implementing your products we had soap dispensers damaged, destroyed, ripped off the wall, or even lit on fire. Since our school district started testing your products almost a year ago, not one dispenser has been damaged or destroyed.

I am the Plant Supervisor Chairman for Long Beach Unified School District, and I just concluded a 4 week test of your dispensers in my school. The purpose of this test was so that I could collect data to show my superintendent the benefits of your system and try to get your dispensers into every bathroom of our school district. We have just concluded this 4 week test I have to tell you, I could not be more impressed. There has been no vandalism. No maintenance. We haven't even had to change out a single soap cartridge.

I foresee the OPS 1-Touch Dispenser saving my school district a ton of money. When factoring in the cost of soap and soap dispensers, it is important to consider the amount of money lost in refilling and maintaining our soap dispensers.

Every time my school has to replace a broken soap dispenser I need to:

- Issue out a work order
- Wait for the technician to process the work order
- The technician has to drive to the school site and replace the dispenser
- Lost in travel time and gas as the technician gets to the school site
- Let him take down the old dispenser
- Allow him to set up the new dispenser
- And finally wait for him to travel back to the warehouse, dispose of the old dispenser, and travel back to where he's needed next.

We pay our Facility Maintenance Crew about \$33 an hour to maintain our facilities. When you take into consideration all of the labor that goes into this, it can take 2 or even 3 hours just to replace a single soap dispenser. That means that even if we are given plastic dispensers for free, it still costs us \$66-\$99 to replace them every time they are vandalized! That doesn't even include all of the money lost from the soap that pours out from a vandalized dispenser. The fact that the OPS 1-Touch is Indestructible, maintenance free, and has a soap cartridge that lasts such a long time is really impressive.

Andrew, it has been a pleasure working with you and we will continue to do so in the future.

Sincerely,
Jonathon Mendoza
Plant Supervisor Cabrillo
Long Beach Unified School District
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