

P.O. Box 36,
166 Melbourne Road,
Wodonga, 3690

Phone: (02) 6024 2111
Fax: (02) 6024 2855



Ha-Ra Products

We originally purchased our Ha-Ra cloths and gloves in October 1998 at a cost of \$540.00. We have added a couple of other items to the original three sets, but the overall cost would be no more than \$600.00. These cloths are almost two years old now and look as if they will last a further two years. Considering the amount of use they get cleaning our 30 unit motel, this speaks volumes for their ability to withstand wear and tear.

In the first twelve months of use, we saved approximately \$1000.00 directly, by not purchasing chemicals that the Ha-Ra cloths have replaced. In addition, we estimate that we have saved between \$4000.00 and \$5000.00 in wages. This amounts to a 20% savings, and is a direct result of the cleaners being able to clean the units more quickly and efficiently.

Ongoing savings are the same, ie. \$1000.00 for chemicals and 20% or \$5000.00 in wages each year.

Ha-Ra clearly provides obvious savings, but there are a number of additional benefits in using Ha-Ra products:

1. The cleaners themselves really appreciate the chemical-free environment they now work in.
2. The rooms are definitely cleaner and as a business we are benefiting by providing a better product to our customers.
3. As a business also, it is good to know that we are contributing to a better environment by reducing the use of chemicals in the workplace (and this makes us feel good too).
4. This strategy of chemical elimination in the workplace also satisfies the commitment this business has made to environmental sustainability and has resulted in this business achieving the accreditation through the "Better Business Tourism Accreditation Program."

We are extremely happy with the results and savings we are achieving through the use of Ha-Ra Products.

A handwritten signature in blue ink that reads 'Dianne Bates'.

Jim and Dianne Bates
Owners, Twin City Motor Inn