

SALES
NOTES



DR. CLIFF'S MOISTURIZING HAND SANITIZER GEL

With Aloe Vera & Vitamin E *Manufactured to Order and In Stock*

THE BEST CUSTOMER IS AN EDUCATED CUSTOMER – BE THE SOURCE OF INFORMATION

- *Please help customers compare ingredients and origin of product when purchasing hand sanitizer*
- *Make sure that the product is ingredient sourced and manufactured in the USA – there are multitudes of products that are ingredient sourced, manufactured and distributed from outside of the USA which are not produced in regulated or certified facilities*
- *For those products made in the USA – look for assurance of FDA manufacturing facility on spec sheet*
- *Although the point of distribution may be indicated as USA origin – make sure of the origin of the manufacturing facility. If it is not clearly stated on the package or on the spec sheet, it is unlikely that is made in the USA. Packaging or spec sheet will usually state “Product of (country of origin)”*

Liquid Hand Sanitizers (that spray) are generally less expensive than Gel Sanitizers (that pump) due to ingredients and packaging. The tendency of liquids does not adhere or absorb into the skin as well as gels and can be sloppy when dispensed.

Foaming Hand sanitizers are a liquid that contains soap in its formulation so when it passes through an air chamber pump, a foam product is created. This is typical of dispenser products.

While dispensers are popular and attractive – the added expense of the unit and for labor hours to clean and refill them needs to be considered. Their longevity with hard daily use is questionable. Most require prebagged product which tends to be at a higher price point.

Sell the ease of use and cost effectiveness of gallon bottles

- *A gallon bottle with a hand pump is recommended for each classroom, in common area, offices and on each school bus. This size is most cost effective on a per ounce basis.*
- *Once the gallon bottle is emptied – it is easily disposed of, or recycled, and replaced.*

Beware of products with extensive lists of chemical ingredients or those that are mostly alcohol and/or peroxide based without additional ingredients. These products are less expensive and will dry skin out after minimal usage.

Specifically – a product that contains skin softeners is essential for the K-12 market.

Dr. Cliff's Hand Sanitizer Gel is recommended for repeated use – all day long without containing any artificial colors, or fragrances.