

## Case Study: Magnolia School District



### PROJECT DETAILS

**Location:**

Los Angeles, CA

**Bobrick Representative:**

Angel Cotton  
(a division of Avison Sales Group)

**Distributor:**

HD Sales

**Accessories:**

B-2974 Automatic, Universal Roll  
Towel Dispenser

B-2013 Automatic Wall-Mounted Bulk  
Foam Soap Dispenser

## Lesson Learned

*With first-hand knowledge of Bobrick's dependability and durability, a school district serving preschool through sixth-grade students returns for automatic roll towel and bulk foam soap dispensers.*

In school buildings with high-traffic restrooms and energetic students, regular wear and tear are commonplace. At Magnolia Elementary School District in Southern California, Bobrick stainless-steel accessories proved their ability to withstand the toughest treatment while handling the hygiene needs of more than 5,000 children.

When the time came to upgrade the school restrooms to hands-free accessories to reduce touch points for increased hygiene, the district knew they could rely on Bobrick's touchless dispensers. Magnolia reached out to Bobrick's aftermarket representative Ryan Kwa of Angel Cotton Associates (a division of Avison Sales Group), who recommended the Automatic Roll Towel Dispensers and Automatic Wall-Mounted Bulk Foam Soap Dispensers.

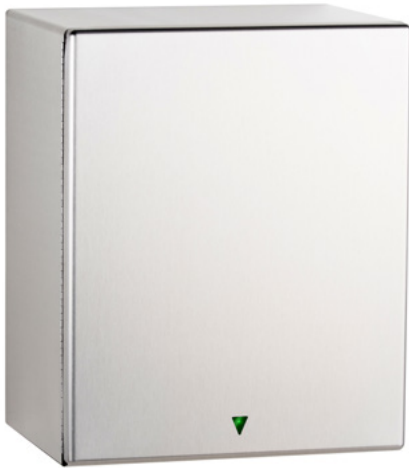
### HYGIENE THE EASY WAY

Bobrick offers durable, cost-effective solutions for customers like Magnolia School District that want to upgrade their facilities from manual to touchless products for improved hygiene.

In addition to reduced cross-contamination, the activation of the Bobrick Automatic Roll Towel Dispensers is easy enough for even the schools' youngest students to use because the intuitive, patron-friendly light clearly directs users to the towel activation zone.



B-2013 Automatic Wall-Mounted Bulk Foam Soap Dispenser



B-2974 Automatic, Universal Roll Towel Dispenser

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For young users still learning the basics of restroom hygiene, the simple handwashing experience of the Bobrick Automatic Wall-Mounted Foam Soap Dispenser is instinctive and makes for an easy-to-use touchless system.

To create high-functioning, hygienic restrooms that will stand the test of time, Magnolia School District purchased almost 700 B-2974 Automatic Roll Towel Dispensers and B-2013 Automatic Wall-Mounted Bulk Foam Soap Dispensers.

### FORMULA FOR SAVINGS

The Bobrick products selected use non-proprietary paper towels and bulk soap, which help to reduce the operating footprint of each building. The B-2974 reduces waste, requires less maintenance and accommodates universal roll towels that cost less than proprietary paper towels. The B-2013 eliminates proprietary cartridges to reduce postconsumer waste as well as the premature disposal of cartridges. Fewer expenditures and less expensive consumables offer a lower total cost of ownership.

In addition to saving money with non-proprietary paper towels and soap, the durability of Bobrick's stainless steel products eliminates frequent replacement.

"Schools with a boisterous student body always demand stainless steel," said distributor Francine Harwood of HD Sales, who provided the products recommended by Avison. "The stainless steel of the Bobrick accessories withstands the roughest behavior, as demonstrated by the school district's long-term experience with Bobrick."



#### FREEDOM TO REFILL

The roll towels and bulk soap used in Bobrick's automatic dispensers offer open-market universal purchasing, which provides freedom from locked-in contract prices and removes the risk of an empty dispenser.

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