

Business Case: Adoption of StampOut™ as a General Cleaner for Hotels

1. Executive Summary

StampOut™ is an innovative, tablet-based general cleaner that offers safety, cost-efficiency, and environmental performance. This business case proposes a pilot program at the Hampton Inn Winnipeg to demonstrate operational benefits and projected annual savings of up to 30% on general cleaning products.

2. Current State – Hotel (Estimated)

The Hotel <XXX> in Winnipeg is a mid-sized XXX-branded property serving business and leisure travelers. This proposal presents StampOut™, a high-performance, environmentally friendly general cleaner, as a strategic addition to their daily facility cleaning operations.

Facility size: ~70,000 sq ft hotel

Guest rooms: 134 rooms, plus lobbies, meeting rooms, and service areas

Operations: Daily room cleaning and periodic deep cleaning of event spaces

General cleaning use: ~50 liters/day of general cleaner

Estimated cost: \$1.60/liter

Annual chemical cost: ~\$29,200

3. Proposed Solution – StampOut™ General Cleaner

Formulation: Tablet-based, PH-neutral, biodegradable

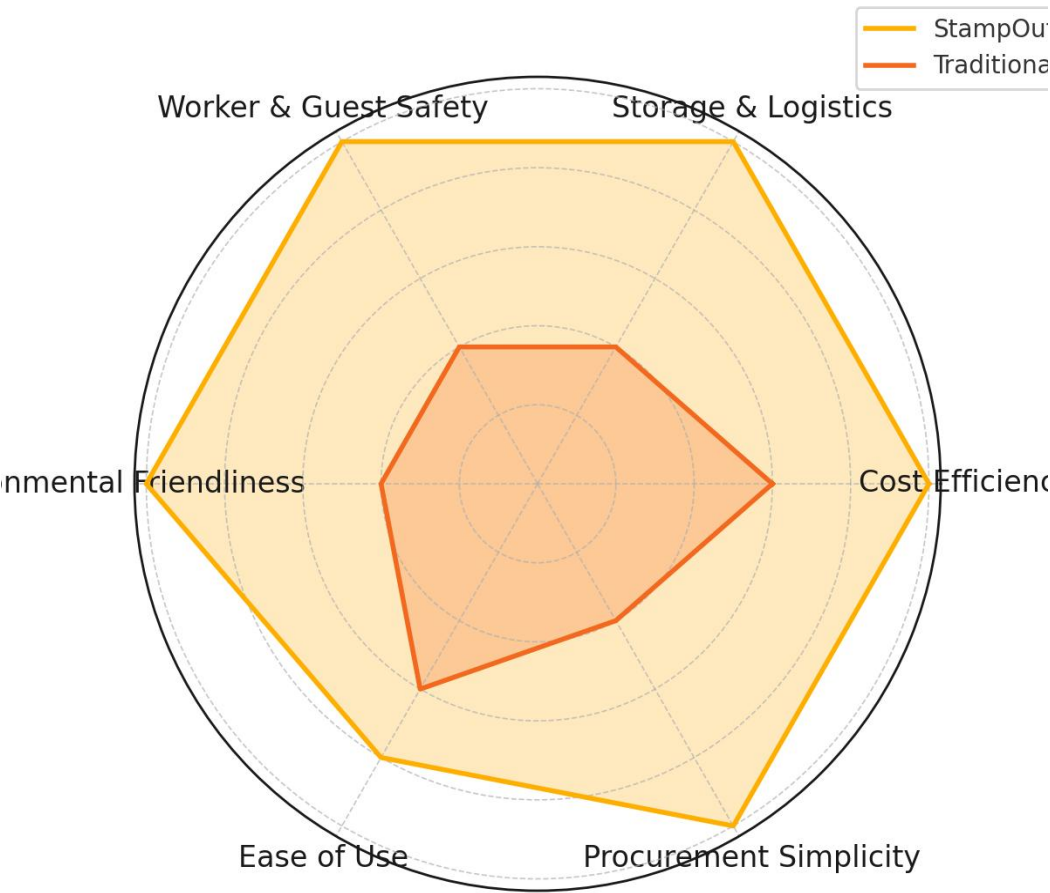
Application: Daily general surface cleaning

Pricing: \$1.00/liter equivalent

Key Benefits:

- Significant cost savings
- Safer for staff and guests
- Compact storage and reduced transport costs
- Biodegradable and non-toxic
- PH Neutral so Non-corrosive and safe for staff and guests

4. Comparative Performance Overview



The radar map above compares StampOut™ to traditional general cleaners used in hotel operations across six performance dimensions. Below is more detail on each:

4.1 Cost Efficiency

Metric	Traditional Cleaner	StampOut™
Price per liter	\$1.60	\$1.00
Annual cost	\$29,200	\$18,250
Estimated savings	—	\$10,950 (37%)

4.2 Storage & Logistics

Attribute	Traditional Cleaner	StampOut™
Format	Bulk liquid	Compact tablets
Storage space	High	Low
Shipping weight	Heavy	Light

4.3 Worker & Guest Safety

Attribute	Traditional Cleaner	StampOut™
Irritants present	Yes	No
Odor level	Moderate to strong	Neutral
PPE required	Goggles, gloves	Minimal

4.4 Environmental Friendliness

Attribute	Traditional Cleaner	StampOut™
Biodegradable	Partially	Yes
Contains phosphates	Yes	No
Packaging waste	High	Low

4.5 Ease of Use

Attribute	Traditional Cleaner	StampOut™
Mixing required	Yes	Yes (simplified tablets)
Training complexity	Moderate	Low
Risk of spills	High	Low

4.6 Procurement Simplicity

Attribute	Traditional Cleaner	StampOut™
SKU variety	High	Single tablet SKU
Storage requirements	High	Low
Inventory tracking	Manual	Simplified

6. Next steps - Pilot Program Proposal

Location: Select guest rooms and common areas

Duration: 4–6 weeks

Metrics Tracked: Cleaning time, staff feedback, odor, guest feedback, supply use

Support Provided: SDS, signage, staff orientation, pilot toolkit

If the pilot is successful, CanAmerica can assist with a broader rollout including staff training, supply logistics, and results reporting. This scalable model ensures minimal disruption while maximizing performance and savings.

7. Contact Information

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