

# Foote-Mats™

## Product Comparison



### The Product

Foote-Mats™ are designed to fix the problem of drips, stains, odors, salts and acids that commonly plague the floors beneath the urinals in men's restrooms.

Rather than utilizing a plastic grid or tray to catch urine (the most common product presently available in the sanitary supply industry), Foote-Mats™ are made of a *patented system* that combines (1) a flexible rubber base mat that is secured to the bathroom floor underneath the urinal, combined with (2) a thin, absorbent, and disposable "top sheet" of sonically-fused materials.

We believe that Foote-Mats™ compares very favorably to the competition in terms of appearance, price, and disposability.



	<b>Foote-Mats™</b>	<b>Floor Trays</b>												
<b>Appearance</b>	 <p>Our Foote-Mat™ top sheet stays put on a rubber base (no shifting on the floor) and <i>totally</i> hides all stains. No drips remain on surface of top sheet for more than a few seconds.</p>	 <p>Rigid plastic grid fails to hide ugly stains on the grid itself or on the white absorbent material under the grid. Drips on the grid itself stay wet.</p>												
<b>Retail costs per unit</b>	<p>At \$1.49 per top sheet (average suggested retail). Assuming (very conservatively) that the rubber base lasts 2 years, the daily cost of ownership over a two-year period depending on change-out schedule is as follows:</p> <table style="margin-left: auto; margin-right: auto;"> <tr> <td>1 sheet / month =</td> <td>7¢ / day</td> </tr> <tr> <td>1 sheet / 2 weeks =</td> <td>12¢ / day</td> </tr> <tr> <td>1 sheet / week =</td> <td>19¢ / day</td> </tr> </table>	1 sheet / month =	7¢ / day	1 sheet / 2 weeks =	12¢ / day	1 sheet / week =	19¢ / day	<p>At \$6.90 per plastic tray (average suggested retail). The daily cost of ownership over a two-year (depending on change-out schedule) is as follows:</p> <table style="margin-left: auto; margin-right: auto;"> <tr> <td>1 tray / month =</td> <td>23¢ / day (4.0 x)</td> </tr> <tr> <td>1 tray / 2 weeks =</td> <td>46¢ / day (3.9 x)</td> </tr> <tr> <td>1 tray / week =</td> <td>92¢ / day (4.8 x)</td> </tr> </table>	1 tray / month =	23¢ / day (4.0 x)	1 tray / 2 weeks =	46¢ / day (3.9 x)	1 tray / week =	92¢ / day (4.8 x)
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<b>Dimensions</b>	17" x 19.5" tapered at feet	17.5" x 20.4" tapered at feet												

<b>Disposability</b>	<p>Foote-Mat™ top sheets are obviously disposable, easily removed, and <i>easy to throw away without feeling wasteful</i>—that means more frequent turnover and increased customer satisfaction.</p>	<p>Product is not obviously disposable; bulky stiff tray hinders disposal and <i>makes users feel uncomfortable about throwing them away</i>.</p>												
<b>Can product be mopped over to clean off dust and dirt?</b>	<p>Foote-Mats™ are easy to mop over because the rubber base mats are securely positioned to the floor with two pegs integrated into the system and located beneath the urinal (out of the way). The edges of the rubber bases are also beveled making it easy for a mop to glide over the product.</p>	<p>It is difficult to mop over the floor trays because they do not stay fixed to the restroom floor and because the ridges of the grid catch the mop. Moreover, floor trays become <i>permanently saturated</i> (see below) and thus are ruined by mopping.</p>												
<b>Can product be “refreshed” if there are dusty foot prints?</b>	<p>Yes, you can eliminate any foot prints and / or add scent to Foote-Mats™ with a spray cleaner or a mop. Foote-Mats™ never show stains of any color from either urine or spray cleansers.</p>	<p>It is difficult to mop over the floor trays for the reasons mentioned above; moreover, spraying or mopping over the grid to rinse down dirt or dust changes the color of the material under the grid to the color of the spray or mop water.</p>												
<b>Custom labeling option</b>	<p>Yes. For a nominal charge Foote-Mat™ rubber bases can be custom labeled with your company’s logo. It looks <i>awesome!</i></p>	<p>No.</p>												
<b>Installation</b>	<p>Foote-Mats™ uses two pegs with 1” circular bases (for normal use) or 3” triangular bases (for heavy-duty use) that are securely affixed to the floor under the urinal (out of the way) using double-sided foam tape. Once installed, the rubber base fits over these pegs and can be lifted up or removed from the pegs to clean the floor more thoroughly.</p>	<p>Manufacturer recommends adhering a piece of Velcro permanently on restroom floor. But Velcro adhered to a bathroom floor is very difficult (if not impossible) to mop over.</p>												
<b>Antimicrobial</b>	<p>Foote-Mats™ absorb moisture into a middle, absorbent layer so that the top sheet is <i>totally</i> dry to the touch within seconds.</p>	<p>Neutra Tech™ infused antimicrobial.</p>												
<b>Scent</b>	<p>None although Foote-Mats™ can be sprayed with any spray cleanser to add scent and the spray just soaks in and dries within 10 seconds.</p>	<p>Green apple.</p>												
<b>Saturation</b>	<p>Foote-Mat™ top sheets utilize a melt-blown polypropylene layer that absorbs moisture and kills bacteria, but permits evaporation of water (H<sub>2</sub>O) back into the air so that they <i>don’t stay wet</i>. This means that they never saturate and thus refresh over time for another day of clean, attractive bathroom floors.</p>	<p>Floor tray systems utilize a “super absorbent polymer” like diapers do. Once this polymer absorbs moisture, it swells, becomes saturated, and is <i>capable of holding no more water</i>. This means that once a tray becomes saturated in even one area of the tray, it then is <i>permanently saturated</i>.</p>												
<b>Useful life</b>	<table border="1"> <thead> <tr> <th>Recommended Frequency of Change for Foote-Mats™</th> <th>Type of Facility</th> </tr> </thead> <tbody> <tr> <td>1 day</td> <td>Airport, rest areas</td> </tr> <tr> <td>3 days</td> <td>Bar, fast food restaurant</td> </tr> <tr> <td>5 days</td> <td>Full service restaurant</td> </tr> <tr> <td>7 days (1 weeks)</td> <td>Retail store</td> </tr> <tr> <td>14 days (2 weeks)</td> <td>Office</td> </tr> </tbody> </table>	Recommended Frequency of Change for Foote-Mats™	Type of Facility	1 day	Airport, rest areas	3 days	Bar, fast food restaurant	5 days	Full service restaurant	7 days (1 weeks)	Retail store	14 days (2 weeks)	Office	<p>The advertised life is 4-6 weeks. However this is <i>highly debatable</i> if one believes that <i>visible urine stains</i> can detract dramatically from a product’s useful life within even just a few hours of normal use.</p>
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