

## Important points:

### The difference in SkinWear vs alcohol based products:

SkinWear is a totally different product from the existing alcohol product. There is no same comparison unless you measure strictly by cost. The end user can elect to use a hand sanitizer that protects them for up to 15 seconds vs up to 8 hours of protection with one application of SkinWear.

#### Comparison (1)

SkinWear	Alcohol Based (ABS)
Quantity (1) 2-oz btl	Quantity (1,920) 2-oz btl

#### Comparison (2)

SkinWear	Alcohol Based (ABS)
Quantity (1) 2-oz btl *\$3.00 per btl 240 hrs of protection \$3.00	Quantity (5) 2-oz btl \$3.00 per btl 37 minutes of protection \$15.00

The average ABS user applies 8 – 10 a day, resulting in the need to purchase five, 2-oz bottles of an ABS sanitizer over a two week period. This cost could be up to \$15 for the five bottles (5) and they would get 37 minutes of protection. Let's say Skinwear is \*\$3.00 a bottle as well. The effective cost would be \$3.00 vs \$15 and up to 240 hours of protection vs the 37 minutes.

### The true cost of a delivery system

FDA mandates that dispensers have to be treated as monopolistic delivery systems with appropriate security in place. Under no circumstance

- 1) can one product be used to replace another
- 2) can a product use a new delivery system without going back through the FDA process

The existing system (already approved by FDA) is sourced in the UK and

shipped to his plant in New York. The production for the paks is a two (2)-step process. The dispensers cost double because of the double shipment.

## **Quantity comparison:**

1 oz of Skinwear = 1920 oz of alcohol based Sanitizer (because sanitizers protect for 15 seconds, whereas Skinwear protects for 8 hours).

## **Cost comparison:**

Skinwear gives 10 days continuous protection for less than \$3 (used three times per day)

Alcohol based products: in order to achieve the same result, each 1 day will cost you \$10 (used once every 10 minutes)

Notice that with all that Alcohol on your skin, you can only imagine how dry it will be and how exhausting and impractical a process it is to do use the Sanitizer that frequently.

The comparisons above are based on "what would it take to achieve continuous 24 hrs protection against germs" It is not meant to compare as needed use/casual vs. as needed use/casual.

In another word: Skinwear is capable of providing 24/7 protection (if used 3 times a day). No other alcohol sanitizer can achieve that and in order for any alcohol sanitizer to achieve 24/7 protection, it will require the use of 10 oz per day and it must be applied every 15-30 seconds ( 5760 times per day), notice that this person who is doing this experiment will not be able to sleep, because he/she must apply it every 15 seconds day and night :)