

PROJECT REPORT

Of

TOILET CLEANER

PURPOSE OF THE DOCUMENT

This particular pre-feasibility is regarding Toilet Cleaner

The objective of the pre-feasibility report is primarily to facilitate potential entrepreneurs in project identification for investment and in order to serve his objective; the document covers various aspects of the project concept development, start-up, marketing, finance and management.

[We can modify the project capacity and project cost as per your requirement. We can also prepare project report on any subject as per your requirement.]



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TOILET CLEANER



Introduction

Toilet Cleaner is generally a cleaning chemical that comes in the form of liquid. It is Easy and convenient to use, Toilet cleaner are generally meant for cleaning of toilets. They are one of the most popular and widely used cleaning liquid for toilet purpose.

Toilet cleaners are chemical solutions used for cleaning the toilet, usually in conjunction with a toilet brush. Toilet Cleaners are generally formulated using one or more surfactants to improve their cleaning performance.

Toilet cleaner have become an essential commodity in our daily lives. Cleaning products play an essential role in our daily lives. By safely and effectively removing soils, germs and other contaminants, they help us to stay healthy, care for our homes and possessions, and make our surroundings more lively and pleasant.

Qualities of good Toilet Cleaner

1. It must have attractive scent or perfume.
2. It must not Itch your hand or body (No scratching of any kind).

Application of Toilet Cleaner

Toilet cleaner is sprayed around the rim and the bowl of the toilet prior to the use of the toilet brush. The toilet brush is used to scrub the toilet,

removing stubborn stains and biological debris. In recent times, automatic toilet bowl cleaners that clip onto the rim of the toilet and clean with every flush have also become prevalent.

Formulation

Toilet Cleaner is formulated using batch or continuous process of Liquid making. These cleansing products contain different ingredients that are used to improve their cleaning performance. The surfactant plays an important role in improving the cleansing action of liquid by reducing the surface tension of wash liquid.

Ingredients

some of the important ingredients of Toilet Cleaner includes- Hydrochloric Acid, Novo amine, CTAC, Colour (Acid), Perfume for fragrance, water.

Description of Toilet Cleaner Machine

Machinery for Toilet Cleaner includes the following:

- Liquid mixing machine(for mixing of Chemicals)
- Filling Machine

Toilet cleaner machines are used to produce Liquid toilet cleaning substance from the raw material. With the help of this machine the work of mixing, formulation & packaging completes in a very short span.

Toilet Cleaner Current Market Analysis

According to “**India Toilet Cleaner Market Overview**”, the overall market for toilet cleaners is growing with more than 18% CAGR from last five years. The market is further expected to grow with double digits in the next five years. Toilet cleaners are broadly divided into three product types' namely liquid toilet cleaners, in-cistern & rim block and others. Other products include toilet cleaning tablets, powder, spray etc. These are mostly imported in India and have negligible presence in the market. In-cisterns and rim blocks are growing very fast due to their enhanced cleaning methods and easy to use advantages. Liquid toilet cleaners

dominate the market because of low unit prices and age old preference of consumers.

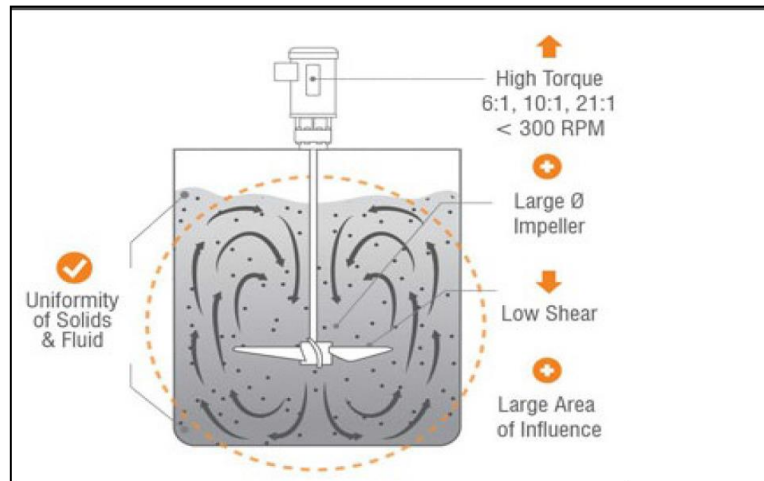
As a result, India has a very low penetration of toilet cleaners which provides an attractive opportunity for global and domestic brands. Indian consumers still use proxy products for cleaning toilets such as phenyl, detergents, acids and bleaching powders but with the rising urbanisation These local cleaners, such as phenyl, have a much bigger market than branded toilet cleaners.

Toilet Cleaner Manufacturing Process

Toilet cleaner is manufactured in a batch of 100 Litre.

- Firstly in a 100 Litre Batch, 70% water is transferred into the stainless steel tank manually or through pump.
- After that add acid colour into the tank to turn water into blue colour.
- Now add Novo amine into the tank (it improve the thickness of the product).
- After that start the machine and emulsifier will start working & wait for 20-25 minutes. This leads to blending, dispersing, homogenization and emulsification of fluid liquid material.
- Then add CTAC & run it for 10 Minutes again.
- After that add 100-200 gram perfume (acid stable perfume) & wait for some time.
- Lastly add hydrochloric acid & wait for some time.
- Now put the prepared toilet cleaner into the filling machine.
- Fill the Toilet cleaner into the bottle & Put sticker on it.
- Packaging of product.

Working of Emulsifier



Machinery & Equipment's required:

Name	Description	Cost
Liquid Mixing Machine	100Liter/batch Production	50000
Filling Machine		125000
TOTAL		175000

❖ Cost of the machine is exclusive of GST & value of the machine varies with the change in batch size.

Land & Building required:

Land required 700 Square Feet (approx.)

Approximate rent for the same is 14000 per Month

Labour Requirement:

5 Manpower are required for the Toilet Cleaner unit.

Includes:

2 skilled Labour

2-3 Unskilled Labour

Raw Material Requirement of Toilet Cleaner

- ❖ Hydrochloric Acid
- ❖ Novo amine
- ❖ CTAC
- ❖ Colour (Acid)
- ❖ Water
- ❖ Fragrance

Average raw material cost per Litre: Rs. 16-20

Toilet Cleaner license & registration

For Proprietor:

- Obtain the GST registration.
- Fire/ Pollution Registration as required.
- Choice of a Brand Name of the product and secure the name with Trademark if required.

Implementation Schedule

S.N.	Activity	Time Required (in Months)
1	Acquisition Of premises	1
2	Construction (if Applicable)	1- 2 Months
3	Procurement & installation of Plant & Machinery	1
4	Arrangement of Finance	1
5	Requirement of required Manpower	1
	Total time Required (some activities shall run concurrently)	2-3 Months

Conclusion:

After completion of manufacturing process, product is ready to sell in the market. Toilet cleaners are used for daily routine activities. This machine can be installed with low investment & one can earn a good Margin of profit by doing this business.

PROJECT AT GLANCE

FINANCIAL ASSISTANCE REQUIRED

Term Loan of Rs.2.14 Lacs and Working Capital limit of Rs. 4.00 Lacs

<u>COST OF PROJECT</u>	<u>PARTICULARS</u>	<u>AMOUNT</u>	<u>AMOUNT</u>	<u>AMOUNT</u>
	Land			
	Building Civil Work			
	Plant & Machinery	2.66	0.66	1.99
	Furniture & Fixtures and Other Assets	0.20	0.05	0.15
	Working capital	5.33	1.33	4.00
	Total	8.19	2.05	6.14

<u>MEANS OF FINANCE</u>	<u>PARTICULARS</u>	<u>AMOUNT</u>
	Own Contribution	2.05
	Bank Loan	2.14
	Working capital Limit	4.00
	Total	8.19

COMPUTATION OF PRODUCTION OF TOILET CLEANER**Items to be Manufactured**

Toilet cleaner 500 ML

Machine Capacity	300	Liter Per Day
Production Per Annum	90,000	Liter
Bottles size	500.00	ML
Bottles per annum	180,000	

Production of Toilet Cleaner-500 ML

Production	Capacity	bottles
1st year	50%	90,000
2nd year	55%	99,000
3rd year	60%	108,000
4th year	65%	117,000
5th year	70%	126,000

Raw Material	Capacity Utilization	Rate per Liter	Amount (Rs. in lacs)
1st year	50%	18.00	8.10
2nd year	55%	18.90	9.36
3rd year	60%	19.85	10.72
4th year	65%	20.84	12.19
5th year	70%	21.88	13.78

Packaging cost			(in Lakhs)
Particulars	Total Bottles	Cost per Bottle	Value
1st year	90000	10.00	9.00
2nd year	99000	11.50	11.39
3rd year	108000	13.23	14.28
4th year	117000	14.55	17.02
5th year	126000	16.00	20.16

<u>COMPUTATION OF SALE</u>					
Particulars	1st year	2nd year	3rd year	4th year	5th year
Op Stock	-	7,500	8,250	9,000	9,750
Production	90,000	99,000	108,000	117,000	126,000
Less : Closing Stock	7,500	8,250	9,000	9,750	10,500
Net Sale	82,500	98,250	107,250	116,250	125,250
Sale Price per Bottle	50.00	52.50	55.13	57.88	60.78
Sales (in Lacs)	41.25	51.58	59.12	67.29	76.12

<u>BREAK UP OF LABOUR CHARGES</u>			
Particulars	Wages	No of	Total
	Per Month	Employees	Salary
Skilled Labour	16000	2	32000
Unskilled	12000	2	24000
Total Salary Per Month			56000
Total Annual Labour Charges	(in Lacs)		6.72

<u>BREAK UP OF SALARY</u>			
Particulars	Salary	No of	Total
	Per Month	Employees	Salary
Helper	8000	1	8000
Total Salary Per Month			8000
Total Annual Salary	(in Lacs)		0.96

Utility Charges at 100% capacity (per month)		
Particulars	value	Description
Power connection required	4	KWH
consumption per day	32	units
Consumption per month	800	units
Rate per Unit	10	Rs.
power Bill per month	8000	Rs.

PROJECTED PROFITABILITY STATEMENT

PARTICULARS	1st year	2nd year	3rd year	4th year	5th year
Capacity Utilization %	50%	55%	60%	65%	70%
<u>SALES</u>					
Gross Sale					
Toilet Cleaner	41.25	51.58	59.12	67.29	76.12
Total	41.25	51.58	59.12	67.29	76.12
<u>COST OF SALES</u>					
Raw Material Consumed	8.10	9.36	10.72	12.19	13.78
Electricity Expenses	0.96	1.10	1.27	1.46	1.68
Repair & Maintenance	2.06	2.84	3.55	4.37	5.10
Labour & Wages	6.72	7.39	8.13	8.94	9.84
Packaging	9.00	11.39	14.28	17.02	20.16
Water	0.60	0.66	0.73	0.80	0.88
Consumables	4.13	5.16	5.91	6.73	7.61
Other Direct expenses	2.06	2.58	2.36	2.69	2.28
Depreciation	0.42	0.36	0.30	0.26	0.22
Cost of Production	34.05	40.83	47.25	54.47	61.56
Add: Opening Stock /WIP	-	2.84	3.40	3.94	4.54
Less: Closing Stock /WIP	2.84	3.40	3.94	4.54	5.13
Cost of Sales	31.21	40.26	46.72	53.87	60.97
GROSS PROFIT	10.04	11.32	12.40	13.42	15.15
Salary to Staff	0.96	1.10	1.21	1.34	1.47
Interest on Term Loan	0.23	0.19	0.12	0.04	0.00
Interest on working Capital	0.44	0.44	0.44	0.44	0.44
rent	2.40	2.76	3.04	3.34	3.67
Selling & Adm Expenses	3.71	4.13	4.73	5.05	6.09
TOTAL	7.74	8.62	9.54	10.21	11.67
NET PROFIT	2.30	2.70	2.87	3.22	3.48
Taxation	-	-	-	-	-
PROFIT (After Tax)	2.30	2.70	2.87	3.22	3.48

PROJECTED BALANCE SHEET

PARTICULARS	1st year	2nd year	3rd year	4th year	5th year
<u>Liabilities</u>					
Capital					
opening balance		3.85	5.55	6.91	8.33
<i>Add:- Own Capital</i>	2.05				
Add:- Retained Profit	2.30	2.70	2.87	3.22	3.48
Less:- Drawings	0.50	1.00	1.50	1.80	2.40
Closing Balance	3.85	5.55	6.91	8.33	9.41
Term Loan	1.84	1.24	0.64	0.04	-
Working Capital Limit	4.00	4.00	4.00	4.00	4.00
Sundry Creditors	0.68	0.78	0.89	1.02	1.15
Provisions & Other Liab	0.30	0.40	0.55	0.66	0.83
TOTAL :	10.66	11.97	13.00	14.05	15.38
<u>Assets</u>					
Fixed Assets (Gross)	2.86	2.86	2.86	2.86	2.86
Gross Dep.	0.42	0.77	1.08	1.34	1.56
Net Fixed Assets	2.44	2.08	1.78	1.52	1.30
Current Assets					
Sundry Debtors	3.44	4.30	4.93	5.61	6.34
Stock in Hand	3.51	4.18	4.83	5.55	6.28
Cash and Bank	1.28	1.41	1.46	1.37	1.46
TOTAL :	10.66	11.97	13.00	14.05	15.38

PROJECTED CASH FLOW STATEMENT

PARTICULARS	1st year	2nd year	3rd year	4th year	5th year
<u>SOURCES OF FUND</u>					
Own Margin	2.05				
Net Profit	2.30	2.70	2.87	3.22	3.48
Depreciation & Exp. W/off	0.42	0.36	0.30	0.26	0.22
Increase in Cash Credit	4.00	-	-	-	-
Increase In Term Loan	2.14	-	-	-	-
Increase in Creditors	0.68	0.10	0.11	0.12	0.13
Increase in Provisions & Oth lib	0.30	0.10	0.15	0.11	0.17
TOTAL :	11.88	3.26	3.43	3.71	4.00
<u>APPLICATION OF FUND</u>					
Increase in Fixed Assets	2.86	-	-	-	-
Increase in Stock	3.51	0.67	0.65	0.72	0.72
Increase in Debtors	3.44	0.86	0.63	0.68	0.74
Repayment of Term Loan	0.30	0.60	0.60	0.60	0.04
Drawings	0.50	1.00	1.50	1.80	2.40
Taxation	-	-	-	-	-
TOTAL :	10.60	3.13	3.38	3.80	3.90
Opening Cash & Bank Balance	-	1.28	1.41	1.46	1.37
Add : Surplus	1.28	0.13	0.05	(0.09)	0.09
Closing Cash & Bank Balance	1.28	1.41	1.46	1.37	1.46

COMPUTATION OF CLOSING STOCK					
PARTICULARS	1st year	2nd year	3rd year	4th year	5th year
Finished Goods					
(1 month requirement)	2.84	3.40	3.94	4.54	5.13
Raw Material					
(1 month requirement)	0.68	0.78	0.89	1.02	1.15
Closing Stock	3.51	4.18	4.83	5.55	6.28

COMPUTATION OF WORKING CAPITAL REQUIREMENT					
TRADITIONAL METHOD					
Particulars	Amount	Own Margin		Bank Finance	
Finished Goods & Raw Material	3.51				
Less : Creditors	0.68				
Paid stock	2.84	25%	0.71	75%	2.13
Sundry Debtors	3.44	25%	0.86	75%	2.58
	6.27		1.57		4.71
WORKING CAPITAL LIMIT DEMAND (from Bank)					
				4.00	

2nd Method		
PARTICULARS	1st year	2nd year
Total Current Assets	8.23	9.89
Other Current Liabilities	0.98	1.18
Working Capital Gap	7.25	8.71
Min Working Capital		
25% of WCG	1.81	2.18
Actual NWC	3.25	4.71
item III - IV	5.44	6.53
item III - V	4.00	4.00
MPBF (Lower of VI & VII)	4.00	4.00

3rd Method		
PARTICULARS	1st year	2nd year
Total Current Assets	8.23	9.89
Other Current Liabilities	0.98	1.18
Working Capital Gap	7.25	8.71
Min Working Capital		
25% of Current Assets	2.06	2.47
Actual NWC	3.25	4.71
item III - IV	5.19	6.24
item III - V	4.00	4.00
MPBF (Lower of VI & VII)	4.00	4.00

COMPUTATION OF DEPRECIATION

Description	Plant & Machinery	Furniture	TOTAL
Rate of Depreciation	15.00%	10.00%	
Opening Balance	-	-	-
Addition	2.66	0.20	2.86
Total	2.66	0.20	2.86
Less : Depreciation	0.40	0.02	0.42
WDV at end of Year	2.26	0.18	2.44
Additions During The Year	-	-	-
Total	2.26	0.18	2.44
Less : Depreciation	0.34	0.02	0.36
WDV at end of Year	1.92	0.16	2.08
Additions During The Year	-	-	-
Total	1.92	0.16	2.08
Less : Depreciation	0.29	0.02	0.30
WDV at end of Year	1.63	0.15	1.78
Additions During The Year	-	-	-
Total	1.63	0.15	1.78
Less : Depreciation	0.24	0.01	0.26
WDV at end of Year	1.39	0.13	1.52
Additions During The Year	-	-	-
Total	1.39	0.13	1.52
Less : Depreciation	0.21	0.01	0.22
WDV at end of Year	1.18	0.12	1.30
Additions During The Year	-	-	-
Total	1.18	0.12	1.30
Less : Depreciation	0.18	0.01	0.19
WDV at end of Year	1.00	0.11	1.11
Less : Depreciation	0.15	0.01	0.16
WDV at end of Year	0.85	0.10	0.95
Less : Depreciation	0.13	0.01	0.14
WDV at end of Year	0.72	0.09	0.81

REPAYMENT SCHEDULE OF TERM LOAN

Interest 12.00%

Year	Particulars	Amount	Addition	Total	Interest	Repayment	Closing Balance
1st	Opening Balance						
	1st month	-	2.14	2.14	-	-	2.14
	2nd month	2.14	-	2.14	0.02	-	2.14
	3rd month	2.14	-	2.14	0.02	-	2.14
	4th month	2.14	-	2.14	0.02		2.14
	5th month	2.14	-	2.14	0.02		2.14
	6th month	2.14	-	2.14	0.02		2.14
	7th month	2.14	-	2.14	0.02	0.05	2.09
	8th month	2.09	-	2.09	0.02	0.05	2.04
	9th month	2.04	-	2.04	0.02	0.05	1.99
	10th month	1.99	-	1.99	0.02	0.05	1.94
	11th month	1.94	-	1.94	0.02	0.05	1.89
	12th month	1.89	-	1.89	0.02	0.05	1.84
					0.23	0.30	
2nd	Opening Balance						
	1st month	1.84	-	1.84	0.02	0.05	1.79
	2nd month	1.79	-	1.79	0.02	0.05	1.74
	3rd month	1.74	-	1.74	0.02	0.05	1.69
	4th month	1.69	-	1.69	0.02	0.05	1.64
	5th month	1.64	-	1.64	0.02	0.05	1.59
	6th month	1.59	-	1.59	0.02	0.05	1.54
	7th month	1.54	-	1.54	0.02	0.05	1.49
	8th month	1.49	-	1.49	0.01	0.05	1.44
	9th month	1.44	-	1.44	0.01	0.05	1.39
	10th month	1.39	-	1.39	0.01	0.05	1.34
	11th month	1.34	-	1.34	0.01	0.05	1.29
	12th month	1.29	-	1.29	0.01	0.05	1.24
					0.19	0.60	
3rd	Opening Balance						
	1st month	1.24	-	1.24	0.01	0.05	1.19
	2nd month	1.19	-	1.19	0.01	0.05	1.14
	3rd month	1.14	-	1.14	0.01	0.05	1.09
	4th month	1.09	-	1.09	0.01	0.05	1.04
	5th month	1.04	-	1.04	0.01	0.05	0.99
	6th month	0.99	-	0.99	0.01	0.05	0.94
	7th month	0.94	-	0.94	0.01	0.05	0.89
	8th month	0.89	-	0.89	0.01	0.05	0.84
	9th month	0.84	-	0.84	0.01	0.05	0.79
	10th month	0.79	-	0.79	0.01	0.05	0.74
	11th month	0.74	-	0.74	0.01	0.05	0.69
	12th month	0.69	-	0.69	0.01	0.05	0.64
					0.12	0.60	
4th	Opening Balance						

	1st month	0.64	-	0.64	0.01	0.05	0.59
	2nd month	0.59	-	0.59	0.01	0.05	0.54
	3rd month	0.54	-	0.54	0.01	0.05	0.49
	4th month	0.49	-	0.49	0.00	0.05	0.44
	5th month	0.44	-	0.44	0.00	0.05	0.39
	6th month	0.39	-	0.39	0.00	0.05	0.34
	7th month	0.34	-	0.34	0.00	0.05	0.29
	8th month	0.29	-	0.29	0.00	0.05	0.24
	9th month	0.24	-	0.24	0.00	0.05	0.19
	10th month	0.19	-	0.19	0.00	0.05	0.14
	11th month	0.14	-	0.14	0.00	0.05	0.09
	12th month	0.09	-	0.09	0.00	0.05	0.04
					0.04	0.60	
5th	Opening Balance						
	1st month	0.04	-	0.04	0.00	0.04	-
					0.00	0.04	
DOOR TO DOOR		49	MONTHS				
MORATORIUM PERIOD		6	MONTHS				
REPAYMENT PERIOD		43	MONTHS				

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