



There is a Difference Between Price and Cost

Price is the amount of money you pay to buy the equipment. Cost is the amount of money you pay to operate the equipment over the lifetime. Sometimes this is called the Total Cost of Ownership. There are five key points that affect the Total Cost of Ownership (TCO).

Labor Cost

Since labor is the largest cost in operating many laundries, searching for laundry equipment that can assist in reducing cycle times is very important. If the wash cycle time can be shortened with special features, your laundry will not have to operate as many hours. For example, many of the lower priced machines use 1/2" water valves. If your laundry runs 10 loads per day, a washer with 3/4" water valves versus 1/2" water valves could save you 30 minutes of operating time.

Lower priced machines generally have lower extraction speeds. To get the lowest TCO, you should invest in higher extraction speeds to remove more water from linens. This allows the linen to dry faster. If extraction efficiency is measured by G-force, a 300 G-force washer will remove significantly more water than a 90 G-force washer. The dry time difference in a 60 lb load of terry towels can be almost ten minutes! How much labor can you save in your operation by cutting ten minutes on every load of towels?

Natural Gas Cost

Natural gas prices are at an all-time high! Utilities are a controllable cost that is often overlooked when considering which laundry equipment to buy. Using the above scenario, you might save more than \$1000 per year by reducing the time you operate a gas-heated drying tumbler. How much money can you save in your utility bill by cutting ten minutes of drying time on every load of towels?

Value for Your Money

If there is a major difference in the price of two washers, there is probably a reason. One of the machines probably has higher quality components or additional features. Look at the total weight of the machine. Weight generally indicates if the frame or bearings are built to a higher standard and are more likely to give you extended years of service. This may even lower maintenance costs over the life of the product. Stainless steel panels versus painted panels are worth spending a little extra money for. Especially after laundry chemicals have corroded the painted sides. Look for the little differences that will matter a year or two after you made the purchase.

Proven Performance

Past performance is often the best indicator of future performance! What do you know about the machine you are considering? Do you know anyone that has used this brand of machine for 5+ years? What do you know about the company you are buying from? How will they perform service for you in the future? How many service technicians do they have? How many hours does it take to respond to your future service needs? It is worth paying a little more for good service support for the equipment.

Price is the amount of money you pay to buy the equipment. Cost is the amount of money you pay to operate the equipment over the lifetime.

Warranty

Read the fine print on the warranty. What is the limited parts warranty? Some companies don't warranty the wearable components. While other companies offer more comprehensive warranties. The industry warranty period varies from one year to three years. Make sure the lowest priced supplier has the same warranty. Make sure you have the warranty details in writing. Having the longest and most comprehensive warranty should lower your TCO. Is there a labor warranty? While most machines come with a 30 day labor warranty, are you able to negotiate a better labor warranty? Many times the labor warranty can be negotiated. Sometimes you may even consider an extended labor warranty.

When buying laundry equipment find the products that will lower your Total Cost of Ownership (TCO)! Be sure you determine the difference between **price** and **cost**.

Many of the largest companies in the world are using UniMac laundry equipment making UniMac the #1 selling brand in America.

