

2021

10 GREAT WAYS TO SAVE MONEY IN YOUR FACILITY

A Guide for Facility Managers
How To Stretch Your Budget And Save On Day-To-Day Items

A Guide by Buy Supply



Facility budgets are a commonly identified “low hanging fruit” line item that the finance department sees when looking to reduce costs. Many executives don’t understand the intricacies that are involved in managing a complex or large facility and sometimes facility managers just don’t have an audience on their side to justify the budgetary dollars that are needed. That’s why facility managers are always looking for ways to cut costs.

Here are 10 ways (in no particular order) that facilities managers can stretch their operating and MRO budgets:



1. Use the Right Batteries in Automatic Devices

Procells/High Drain devices + Labor savings

Batteries that are optimized for “high drain” devices last more than twice as long as good quality alkaline batteries. High drain devices include many of the automatic devices used in facilities such as automatic paper towel machines, soap and sanitizer dispensers, sensor faucets and toilet flushers, electronic door locks, security cameras, air fresheners, and handheld devices. In addition to the cost of the batteries, the labor involved in changing batteries is also a bigger cost than the batteries themselves. Simply switching regular alkaline batteries to ones engineered for high drain devices can make them last twice as long, resulting in savings on the batteries themselves as well as the labor involved in changing them less often.



(Source: <https://www.procell.com/en-us>)



RECOMMENDED FOR HIGH DRAIN DEVICES

| | |
|-----------------------------|-------------------------------|
| PAPER TOWEL DISPENSER | SOAP/SANITIZER DISPENSER |
| TOILET/URINAL VALVE | HANDS FREE FAUCET |
| BLOOD PRESSURE MONITOR | SURGICAL STAPLER |
| ELECTRONIC DOOR LOCK | FLASHLIGHT/ HEADLAMP |
| SECURITY CAMERA THERMOMETER | MEDICAL CAUTER DEVICES |
| WALL SAFE | WIRELESS VIDEO DOORBELL |
| 2-WATT RADIO | MOTION SENSOR TRASH CAN |
| CAMERA FLASH | MOTORIZED WINDOW SHADE/ BLIND |
| INFUSION PUMP | |
| DIGITAL CAMERA | |
| AUTOMATIC ODORIZER | |

2. Big Energy Savings Part 1: Lighting

In almost all facilities, there is one cost-saving project that stands above almost any other project that can be undertaken, and that is a lighting retrofit. In addition to the cost savings from dramatically reduced energy costs, lighting retrofits of all types and sizes can improve the quality and safety of the working environment. They can also enhance the sustainability of the overall company by reducing the carbon footprint, reduce maintenance and labor costs as well as equipment rental needs. In some cases, they can provide an ROI of more than 300% over a long period of time.



Mitch Fine, a 30-year veteran of the facilities maintenance space, offers some more detail:

“Combined with recent beneficial changes in tax incentives that exist now and are a part of the Infrastructure legislation moving through Congress, almost any upgrade in lighting in the facility from traditional sources to LED is an easy justification to the front office. While piecemeal or gradual projects can also be quite beneficial, large scale LED projects can create an energy savings of more than 50% in many cases and reduce maintenance associated with changing bulbs and ballasts to close to zero. Quality LED products are rated up to 100,000 hours which can equate to a life of as much as 20 years. Compared to every action that is taken to maintain a standard lighting configuration using fluorescent or HID, LED systems requires about 1/50th of the labor over time. So between the cost savings on energy used and the huge reduction in labor, as well as the other benefits to a company’s Green strategy, LED retrofits are a no-brainer.”



-Mitch Fine, National Sales Director for Buy Supply

Mitch has more than 30 years of experience as a manufacturer, distributor, and end-user in the facilities world and has personally overseen lighting retrofits ranging from several thousand to over one million dollars. Mitch implemented one of the very first LED conversions done in the Dallas/Ft Worth area and was able to bring energy savings to a large manufacturer of more than 62% and helped reduce ongoing maintenance costs to nearly zero.

Doing a changeout of fixtures throughout the facility is not always feasible. In this case, there are incremental changes that can be made and even products that allow a facility to upgrade one section at a time in order to gradually achieve desired cost savings.

3. Save Money on Incremental Energy Tweaks

...One bulb at a time

If a lighting retrofit isn't financially feasible and you're not planning to renovate soon, consider gradual replacements instead. North State Communications, a local telecommunications company in High Point, NC, kicked off this initiative about 15 years ago by replacing failing magnetic fluorescent ballasts with electronic versions. When the T12 phase-out began, the team then moved on to T8s and their associated ballasts, says Doug Wagoner, property maintenance supervisor.

"In all incandescent fixtures, we have moved to fluorescent or LEDs with the result of equal or improved lighting from an old fixture and reduced power consumption without a capital expenditure," Wagoner adds. "In every place we have remodeled or upfitted, we moved toward electronic ballasts and/or LEDs. The same energy-conscious mindset has carried over to HVAC and the building envelope."

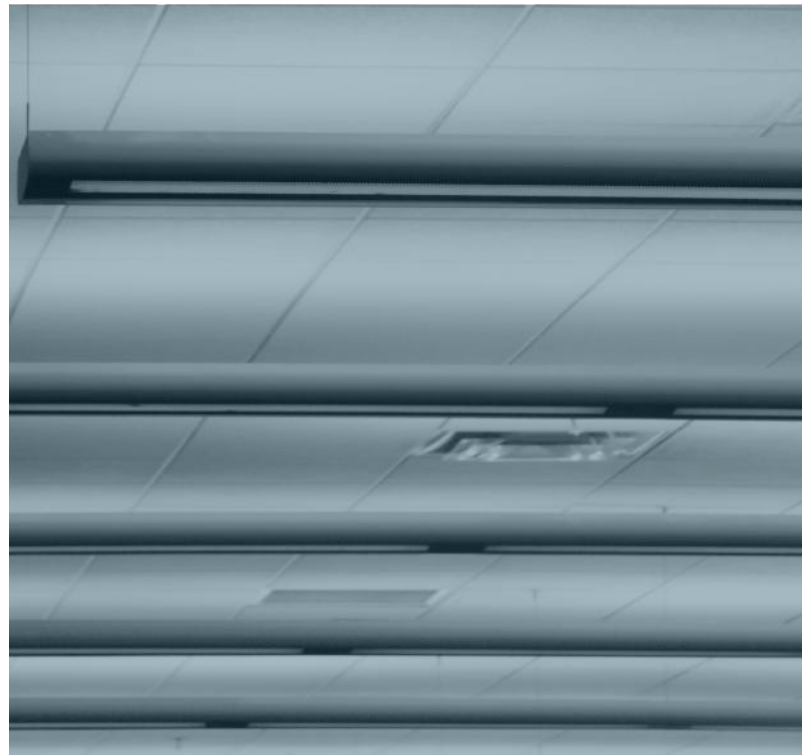
Each fixture and bulb that is changed over saves money on your electric bill and also represents labor savings in the future because the bulbs or ballasts can last so much longer.



Install Motion Sensor Lights and Ambient Light Sensors

You can also reduce costs by installing motion sensor lights and ambient light sensors. Savings can equal an average of 45 percent and as much as 75 percent in energy costs by automating lights when no one is using the room. These can be done on a fixture-by-fixture basis or with a control for the entire room or zone within a large space.

Even warehouses can benefit from lighting controls. If you have product that moves infrequently, consider moving that to the back of the warehouse or off to the side, and put occupancy sensors on the overhead lighting that only activates when someone comes into the zone. This will conserve energy while also not interfering with productivity or warehouse flow.



4. Big Energy Savings Part 2: HVAC

- Use Programmable Thermostats

Programmable thermostats are low-cost, easy to install, and can save you anywhere from 10 to 15 percent in energy costs.

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- Adjust Air to Occupancy

Dial back fresh air intake and climate conditioning during times when your building is nowhere near capacity. The international law firm King & Spalding sliced nearly 40% out of their Atlanta headquarters' off-hours energy spend by installing a supplemental HVAC unit for the IT helpdesk, which must be staffed 24/7 to provide support for other offices worldwide.

Because IT was located in an enclosed area, King & Spalding's facilities department linked the new HVAC unit to five easily installed ductless mini-split units, which are mounted directly into the ceiling grid by removing one 2- by 2-foot tile apiece. The main supplemental unit was integrated with the building automation system, which turns it off during normal business hours when the main chillers or boilers are on and switches back to the off-hours equipment at the end of the normal business day.

For occupancy adjustments that only occur sporadically, use controls that allow scheduling. Memorial Sloan-Kettering Cancer Center implemented this idea in their operating room when it was not in use, reducing the air changes per hour from 15-20 down to eight between 10 p.m. and 6 a.m. Green Bay's schools use this tactic for spaces like gyms.

"The only time the gym is at full capacity is a couple of hours a week when they have a game in there," Kitzman explains. "Now we typically adjust it down to about 10% except when we have activities in the gym."



Honeywell VisionPro 8000 Programmable Thermostat

- **Spot Cooling**



MovinCool CM12 | MovinCool

This ceiling-mounted spot cooling solution delivers 10,500 Btu/H of cooling in an affordable, compact design.

Spot cooling can save thousands of dollars on cooling costs every year by allowing users to chill server rooms and computer systems even when the rest of the building has shut off its air conditioning. The unit installs quickly and easily with no special electrical connections.

- **Pre-filter the Fence on Large Air Handlers**

Salt Lake City's top corporate location, Millrock Park, used to need new filters on its four air handlers four times a year because the fresh air shaft on each building constantly collected dirt, leaves, and cottonwood seeds. Then the chain-link safety fences surrounding the units sparked an innovative idea. The facilities staff attached 1-inch-thick rolled filter media to the fence to act as a pre-filter.

Costing roughly \$100 per roll, the filter media supplies enough material for three years and catches about 90% of the debris, says facilities manager Ken Hales. This simple solution saves about \$800 per year for each of the office park's four buildings and eliminates the extra time needed to change the air filters every three months.

- **Seal the Air Ducts**

Air ducts distribute air from your HVAC equipment to various areas inside your building. Ducts experience stress and pressure that can cause wear and tear over time, causing air to leak from the system. Ben Garvey of Energy Upgrade California notes that sealing and insulating ducts properly can help reduce up to 20% of a cooling system's energy consumption.





5. Get Rid of Paper Towels!

Reduce consumable paper usage in restrooms such as the cost of the paper or the cost of disposing of the paper. Switch to efficient hand dryers and get rid of those paper towels!

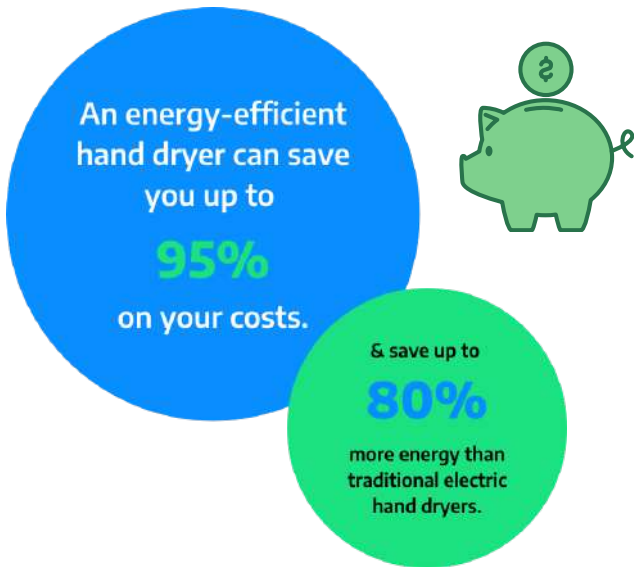
- Hand Dryers vs Paper Towels

When compared to paper towels, energy-efficient hand dryers can save you up to 95% on your costs. They can save up to 80% more energy than traditional electric hand dryers.

Thousands, if not tens of thousands, of dollars, can be saved throughout your company's life when switching to an energy-saving hand dryer.

Check out the savings calculator below to see your business' cost savings and environmental impact.

<https://www.worlddryer.com/savings-calculator/calculate-savings>



6. Go Generic on Ink and Toner

Replace the brand-name toner and ink with quality, warranted remanufactured or OEM alternate toner.

Both inkjet and laser printers can eat into your office supplies or maintenance budgets very quickly, especially if you are using lots of color in your printing. Did you know that quality and fully warranted remanufactured or OEM alternate toner and ink can save you as much as 40% on costs?

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7. Purge Dead Inventory

Turn dead inventory into cash flow AND free up much-needed space in the stockroom or warehouse! When we do inventory audits with large facilities, we often find hundreds of products on the shelves that are obsolete and never used. Not only did these products cost money in previous budgets, but they also take up room on the shelves which can cause facilities to think that they need more shelving or square footage. Get rid of this dead inventory to create space for your facility but don't just THROW THE STUFF AWAY!

We spoke with Christi Ream, the Owner of [Kwirrel](#), an overstock marketplace that is specifically designed for businesses only, (not consumers, like Ebay)... and here is what she had to say:

“Since its inception [Kwirrel](#)'s focus has continued to be to help companies find an alternative way to move overstock product out without resorting to liquidation or throwing away their otherwise quality items. Dead stock or slow moving products in the warehouse represents lost revenue and wasted space, so Kwirrel is an alternative for companies that want to recoup some of their costs. Our subscription service is a very low-cost alternative to paying out sales incentives or commissions on slow moving overstock items.

Overstock is a problem in 100% of the industry, but many companies don't have a solid plan to deal with it....until now! “

Is this your warehouse? If so, this tip is for you!

8. Leverage Your Spend

One of the most effective ways to cut costs for most facilities comes from reducing the cost associated with purchasing supplies that are needed for maintenance and operations. Because these types of supplies are often considered ancillary, they are generally not given the thought that core supplies receive. For this reason, the purchasing processes for these indirect supplies are often fragmented and not conducted strategically, resulting in a lost opportunity to reduce costs. Mark Laufer, part-owner of one of the top diversity suppliers to the Federal Government, has more than 40 years of experience working with the largest and most complex purchasing organization in the world. He is an expert in the process of reducing costs in procurement and he advocates treating indirect supplies in a different way:

“Many companies and facilities have different people and departments buying supplies that they need to run their departments or sections, without any real strategy behind it. Because things like toilet paper and garbage bags, chairs in the breakroom, or the smoker’s urn out back are not really critical to the functioning of the business itself, people tend to pay less attention to them. Instead, consider treating all of these indirect supplies as a single category and approach it strategically. Instead of buying these supplies from all different vendors, usually due to habit or having a routine, consolidate them with just a few suppliers that offer all of these products that you need. You will find that your spend with these few vendors is much higher, which allows you to leverage better pricing and other benefits.”

Additionally, the time that is saved by not duplicating processes many times frees up valuable resources that can be spent on more critical parts of the business. And shopping around for the best deal at the moment is not always a great idea either.” Laufer says “If it takes me 20 minutes to find the same product from another supplier, is that really worth saving what amounts to a few dollars? Not to mention that if the supplier is unable to deliver what is needed in a reliable manner, I now have a headache on my hands and it is going to waste even more time solving a new problem.”



Mark Laufer is CEO of a leading woman-owned small business supplier for the Federal Government. Founded in 1981, his company services more than 60,000 government agencies and buyers worldwide by offering 4.3 million products from thousands of vendors and manufacturers.



9. Go Rechargeable!



Restrooms in every facility generally utilize dispensers for soap or sanitizer and for obvious reasons, most of these dispensers are hands-free and therefore require batteries which we have already covered in our #1 cost savings recommendation. Any time that battery-operated devices can be replaced with ones that do not require batteries at all, this is an obvious cost-savings opportunity.

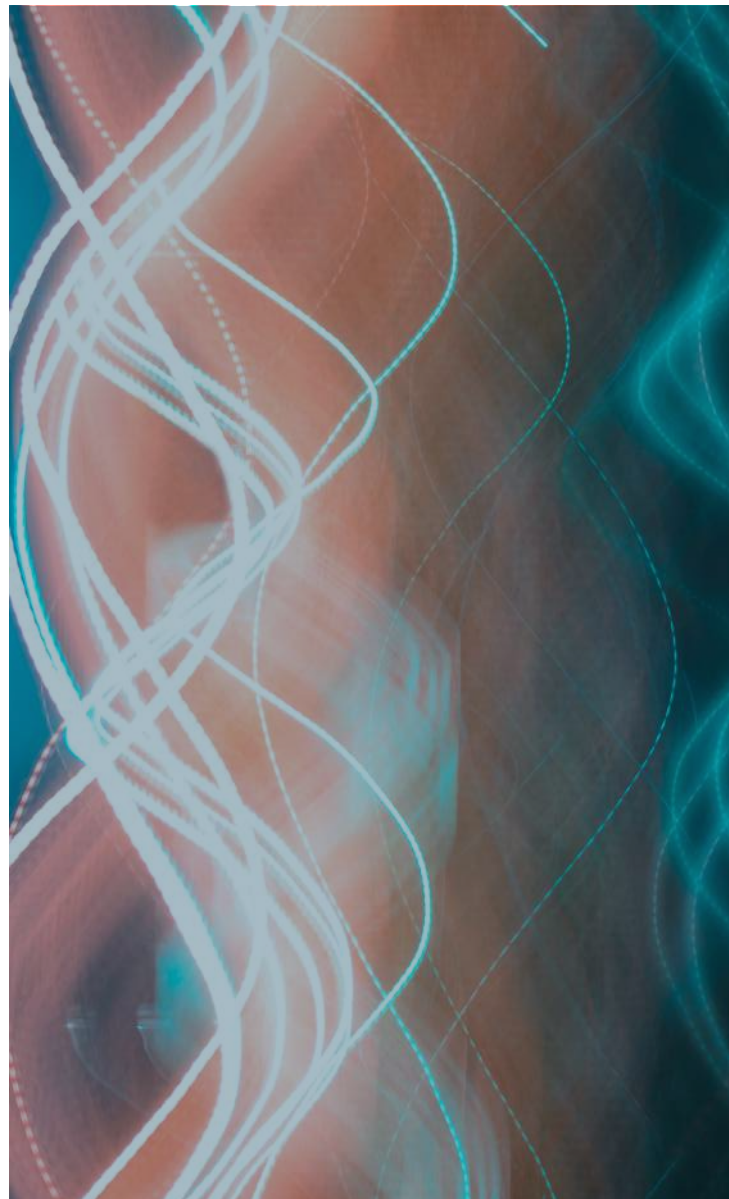
LumeCel's renewable energy cell technology recharges by capturing energy from regular indoor lighting.

Benefits of LumeCel:

- The globally patented, revolutionary, green energy system is guaranteed to run automatically for at least 15 years.
- LumeCel's renewable energy cell is made from Nickel Metal Hydride, storing excess energy, which provides power at nearly 100% efficiency.
- Alkaline battery-free, eliminating the need to store, use and dispose of traditional batteries.

AutoFoam, a touchless foam soap and sanitizer dispenser, and Microburst 3000, an automatic air freshener, both also use this technology. LumeCel eliminates the cost of buying, storing, and disposing of alkaline batteries.

For more information on LumeCel visit: <https://assets.rcp.structpim.com/?id=8606>



10. Get Rid of Those Water Bottles!

After coffee, water is the go-to beverage for people in all types of facilities. Of course purchasing agents know that water is definitely not free and costs of bringing in bottled water to even a modest facility can quickly add up. Savvy facilities managers have found that adding modern water coolers that use filtered tap water are immensely popular in all types of facilities, especially with those who are watching the bottom line!

Not only does this save on the cost of buying bottled water, which is particularly expensive since you are essentially paying to ship water from its source to your office or facility, but it also dramatically reduces plastic waste, which is also costly because it tends to be bulkier than other refuse.

Elkay's "EZH2O" bottle filling stations are available as stand alone coolers or integrated into traditional water bubblers of all shapes and sizes, indoor and outdoor, refrigerated or not—multiple configurations to suit the specific needs of your facility. These innovative products are highly popular with your staff, are easy and even fun to use, and encourage a mindset of sustainability as well as a cost savings ethic that benefits everyone.



The image shows a grey Elkay EZH2O bottle filling station. It features a top-mounted dispenser with a digital display showing 'ELKAY' and '20'. Below the dispenser is a bottle holder with a water tap. The front of the unit has a basin with a drain and a touchless sensor. The unit is surrounded by six circular icons, each with a corresponding feature description.

CLEAN WATER WITHIN REACH
Filter is NSF certified to help put cleaner, healthier water within reach by reducing lead and other contaminants.

HANDS-FREE OPERATION
The touchless, sensor-activated bottle filler is designed for easy use. There's no need to hold the bottle; just place and fill.

REAL DRAIN
The basin includes a real drain system to help with drainage and eliminate standing water.

SEE BOTTLES SAVED
Exclusive Green Ticker™ informs user of the number of 20 oz. plastic water bottles saved from waste by using refillable bottles at the bottle filling station.

ANTIMICROBIAL PROTECTION
Key plastic components on the unit have a special silver ion antimicrobial protection that inhibits the growth of mold and mildew.

MINIMAL SPLASHING
Bottle filler dispenses a clean, laminar flow of water so there is minimal splashing when filling reusable bottles and cups.

(Source: <https://www.elkay.com/us/en/drinking-water/collections/ez-wish-kit.html>)

ABOUT BUY SUPPLY

Buy Supply is your go-to-partner for all of the industrial, commercial, office, and facility supplies that your business needs, plus all of your tactical, outdoor, and public safety products.

Whether you're a mom-and-pop shop or a corporate giant, we can get you everything you need faster, cheaper, and more reliably. Plus, we are more flexible than a yoga instructor!

We bring over 40-years of operating experience and 3,000+ supplier relationships to provide access to over 6 million products across 25 major and 120 minor categories— all in one place.

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to a member of our team
today.**

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