



November, 2009 - 'Saving' is the new 'spending'

ProBusS Presents
News about skilled trades, maintenance, and manufacturing

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'Saving' is the new 'spending'

One of the bright sides to the economic downturn is that businesses are getting smarter about how they spend, and save, money. Since we can all use advice on those never-ending efforts, this month we offer a few ideas on **how you can stretch those precious budget dollars**. Have fun reading... and saving.



Close the door!

Airplane hangars are more than just big garages. They protect the aircraft, passengers, and crew from the elements, provide equipment security, and create an environmentally controlled facility for maintenance. The weak link in controlling the HVAC is... the door.

Hangar doors come in different types (sliding, vertical lift, bifolding, fabric, etc.) but the important thing is how fast they open and close, and how well the door seals to keep the

weather out and HVAC inside. We recently changed the foam rubber seals on the motorized.



doors of a corporate hangar. No big deal, right? Well, consider this: at 35 feet high and 60 feet wide: just an 1/8-inch gap around the perimeter of those doors is about the same as a 4 ft. by 6 ft. hole, right in the middle of the door.

ProBusS was called in because the hangar doors that were showing some visible gaps. We removed the old seals, prepped and glued new seals, and made sure the hangar doors were weather tight. It was a small job, but it pays big dividends, and offers a lesson: how many ways can you trim HVAC costs by simply

"tightening the seals" of your facility? Are you optimizing the operation of air handling equipment, chillers, pumps, and fans? Not simply turning off power (keeping the power on at reduced levels can actually be more efficient), but are you utilizing demand-based operational directions for plant components?

"Up from the ground come a bubblin' crude" ...and \$30,000

Unlike Jed Clampett, the oil in this case was in a fluid reservoir. But yes, **we found thousands of dollars** in that oil.

Recently we were performing a preventative maintenance check on a set of plant trash compactors, and found sediment in the reservoirs of four of the hydraulic pumps on the machines. This crud (or particulate matter, if you prefer) is bad news for hydraulics. If enough of it gets into the cylinder, it will ruin the pump. And these are expensive pumps.

Each of the pump cylinders has about a four-inch bore and a three-foot stroke. Replacing them would cost \$5,000 to \$7,000 each. A simple PM inspection saved the company at least five grand on each of those compactors. Not to mention downtime and delays in their operations. So the potential savings from this routine PM inspection could be valued at a minimum of \$30,000!



Does your maintenance staff have the time to check fluid reservoirs on a regular basis?

Or are they stretched thin, like most maintenance departments, and have to focus all their time on fighting fires? Finding the time, or personnel, to make routine maintenance inspections pays for itself, and then some.

20 more money saving ideas

Saving money on plant maintenance doesn't have to cost a lot. Here's a good web site: the **US Department of Energy offers 20 ideas for ways to save on energy** costs on combustion, steam

generation, and process heating systems. You can drill down into each category for more information on topics such as repairing steam leaks, using a back pressure turbine instead of pressure-reducing valves, and much more. If you need help implementing any of these ideas, let us know:

[20 Ways to Save Energy Now](#)

PM: preserve money

Preventative Maintenance is the best way to save money on your ongoing plant operations. A comprehensive PM program identifies problems before they happen. It keeps machinery in peak operating condition so it uses less energy and delivers optimum performance, and prevents costly shutdowns.

Depending on your specific needs, a ProBusS comprehensive preventative maintenance program may include:

- complete inspections
- cleaning
- adjustments and recalibration
- periodic testing
- safety standards verification
- repairs and replacements

ProBusS technicians come to your site to perform all PM services, from inspection and cleaning to adjustments, fabrication, and emergency repairs.

We build a specific PM program to your unique facility and equipment needs. We will create a condition-based maintenance program that ensures your equipment is operating efficiently, which increases the life of your equipment and decreases downtime and delays in production.

PM really stands for preserving money. PM is an investment that pays dividends year after year, week after week. Don't lose any more money on energy leaks, equipment operating at less than peak efficiency, and breakdowns. **Call ProBusS for a free PM walk-through.**

