

## **Cleaning Equipment**

When considering equipment purchases think about your current staff, time available to perform the equipment's tasks, and what your goals are regarding appearance and cleanliness.

Often times equipment purchase decisions are based on the sheer price of equipment with little thought given to the results you expect.

There is a big difference between "cost" and "price". "Price" is a one-time thing; it's what you pay for something when you buy it. "Cost", on the other hand, has to do with value over the items lifetime. We have all bought something because the price was low only to discover later that the item we purchased was of inferior quality or was not capable of doing the job it was purchased to do.

There is a variety of equipment and materials to choose from in the marketplace. Some products are clearly superior and some are obviously inferior. The vast majority falls in the middle where the differences are minor and performance is about the same.

So, how do you choose what equipment to buy?

- How much more efficiently can it help me do work—does it save time and labor costs?
- What support can I expect from the source from whom I purchased it? Will the equipment be delivered free of charge and assembled?
- What training is available and what does it cost?
- Are parts and repair service available, locally? (Remember, if it plugs in, sooner or later it will STOP!)
- Is "Loaner" equipment available in the event of a major delay?
- What are the future costs for repair and maintenance?

When selecting equipment, consider if the users need special training and if the training is readily available. Consider what type of daily maintenance is required for the equipment.

