

## Improper preventive maintenance could cost more than you think - by Gamble Wiseman

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Generally speaking, when business owners think about their HVAC systems, they don't. "Out of sight, out of mind," as it were. However, these mechanical systems impact your bottom line more than you may realize.

If I asked you what costs are affected by your equipment, you might say utilities, repairs, maintenance, or replacements. But what else is there? Would it surprise you to hear that up to 19% of your annual cost of the operation of your systems is from unproductive administration and management time caused by system breakdowns? Depending how your business is structured, 19% can be a lot!

A more direct affected cost is energy. 70% of your buildings energy costs are associated with your mechanical equipment. Knowing that, when you hear just 0.042 inches of dirt on a heating or cooling coil can result in a decrease in efficiency of 21% and increased energy cost per unit of up to 37%, how much do you think you can save with regular proactive maintenance?

The point is, there are substantial cost savings to your business when a custom maintenance program is put in place. These are just a few examples among many. A thorough financial analysis of your building and business could not only change the way you do things, but save you hundreds of thousands of dollars in the long run.

Interested in hearing more? Reach out to me directly at (781)989-0232.

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