

## How To Justify The Cost Of A CUDA PARTS WASHER

- The national average for washing parts is one-half hour per day. Is your number higher? Remember, this may include not only the solvent tank but also pressure washing, and aerosol brake cleaner.
- Some people don't want to use shop rate in the equation because they are billing this time out to their customers. In these cases, we suggest you use your actual employee costs. The results will still be impressive.
- There are between 20 and 22 monthly production days in a five-day workweek. Remember to include all shifts if applicable.
- Some solvent rental companies bill every four weeks so they may be billing 13 times a year instead of 12. You may need to factor that in when calculating monthly costs.
- Aerosol brake cleaning can be very expensive. Be sure to figure out how much you're customer really using.
- To calculate the electricity usage of a Cuda washers use the following formula:
  - The national average is 8 cents per kilowatt hour (kWh). Determine the cost in your area, or look it up on your own electric bill.
  - To calculate the cost per kWh, take your power bill total and divide it by the number of kilowatt hours (kWh) used.

## Examples:

- The 120V model of Cuda 2216 has a 2kW heater X \$.08 per kWh = 16 cents per hour to operate
- The 230V model of Cuda 2216 has a 4.5kW heater X \$.08 per kWh = 36 cents per hour to operate
- Remember that 120V machines need a much longer heat-up time than 230V units. Also, 230V machines reach and maintain operating temperature better than 120V washers. So the 230V unit may be less expensive to operate because of the reduced heat-up time and the ability to maintain temperature.

Cost Justification Cuda Sales Handbook



## COSTS OF SOLVENT TANKS - versus CUDA AUTOMATIC PARTS WASHERS

## Solvent Tanks

Labor:	
Number of technicians:	
Estimated time each technician spends cleaning parts each day:X = Total hours spent cleaning parts each day: = Shop rate or employee costs:	
Shop rate or employee costs:	
Total production days per month:	
Total labor cost per month cleaning parts:	
Service Fee:	
Number of solvent tanks currently in use:	
Monthly "service fee" per tank:X	
Total labor cost per month cleaning parts:	
Other Costs:	
Monthly cost of "brake clean":	
Total Monthly Costs of Colyant Tonks	
Total Monthly Costs of Solvent Tanks:	
CUDA Parts Washer - Model	
Total monthly lease expense (based on month lease):	
Electricity:	
Total Monthly Costs of CUDA Automatic Parts Washer:	