# GOVERNMENT FACILITY

## Betco® Saves Correctional Facility
# Nearly $40,000 Annually on Laundry Costs




A major county correctional facility sought ways to reduce operational expenses without compromising performance. During a routine meeting, a Betco® representative inquired about their current laundry system and identified an opportunity to significantly lower costs while improving wash results. Facility leaders stressed the need for a partner who could provide not only effective products, but also guidance and ongoing support to address their challenges.

**Over**
**50%**
**Cost Reduction**

## THE CHALLENGE

- *Needed a closed-loop laundry system for safety*
- *Believed additional laundry additives, such as whiteness enhancers, were required for effectiveness*
- *Unaware of alternative systems that could also deliver cost efficiency*
- *No immediate performance issues, but limited visibility into savings potential*

## THE SOLUTION

The Betco representative recommended the Symplicity™ laundry system, which met the facility's closed-loop requirements and eliminated the need for additional laundry additives. Several of the products also feature SureConnect technology, providing secure, spill-free chemical handling and simplified changeovers. After reviewing the current laundry setup and walking through how the new system would be installed and integrated, the facility approved the solution the next day.

A key factor in their decision was a detailed cost analysis, which showed that wash cycles could be completed for as little as $0.84 - $1.32 per load depending on linen type. Additionally, the Symplicity system's optimized chemistry eliminated the need for extra additives and reduced rinse cycles, shortening wash times and lowering water use.

### *SureConnect Advantages*

- *Helps ensure consistent performance while maximizing cost efficiency*
- *Eliminates waste and employee guesswork by delivering precise chemical amounts every time*
- *Features a "no-contact" design that prevents spills and minimizes the risk of chemical exposure for staff*
- *Has an easy-to-use, color-coded system to reduce the chance of product misapplication and make onboarding new employees straightforward*
- *Prevents accidental workplace spills, supporting a safer environment*

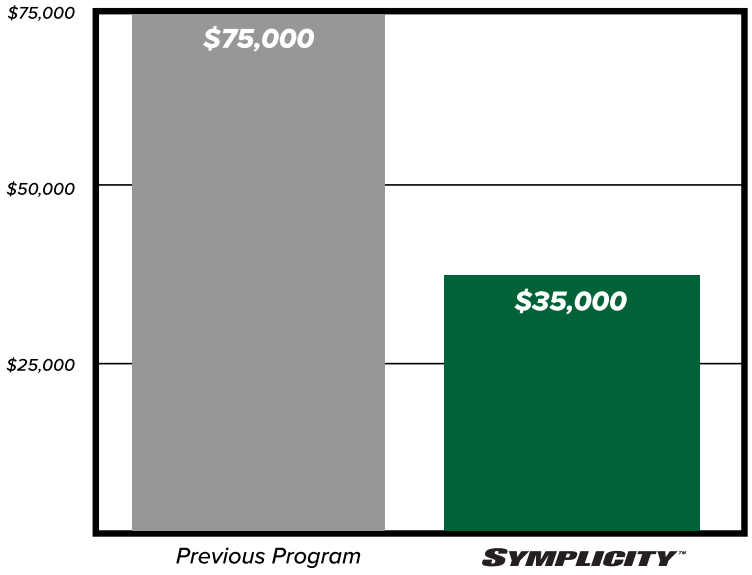
# THE**RESULTS**

***"We are very happy with our new laundry products, chemical delivery system, and vendor who continues to provide technical support as needed."***

***– Supply Specialist***

The outcomes exceeded expectations. The facility reduced its laundry program cost from approximately $75,000 to just over $35,000 per year, **achieving nearly $40,000 in annual savings.** These savings resulted from lower chemical usage per load, optimized dispensing, and the elimination of unnecessary additives.

## *Annual Cost Comparison*




Beyond direct cost reductions, **the facility also gained significant operational efficiencies.** By removing a rinse cycle from their laundry process, the team has shortened wash times, saving both time and resources without compromising performance. With 5 washers operating continuously, these changes add up to substantial utility savings and increased throughput.

The switch has also led to lower equipment costs. Reduced mechanical strain on the washers is expected to extend the life of the machines and minimize maintenance needs. **For example, avoiding just one motor replacement could save the facility up to $4,000.** This improvement lowers not only operational costs but also the risk of downtime due to equipment failure.

Staff have reported noticeable improvements in linen quality, noting that the washed items are softer and fresher smelling than before. This enhanced wash performance contributes to higher satisfaction within the facility and aligns with their goals of delivering consistent, high-quality results. In addition, the **Symplicity program provides 24/7 remote monitoring,** ensuring consistent chemical delivery and reducing the need for manual checks. This technological advancement further enhances both safety and efficiency. The transition was seamless, with installation completed quickly and no disruption to daily operations. Due to the financial and operational improvements, the facility's leadership has received formal recognition for implementing a solution that enhances outcomes while protecting public funds.

***Looking to improve performance and cut laundry costs?***
*Contact your Betco representative to explore a Symplicity system tailored to your facility.*

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