



## NEW YEAR'S RESOLUTION NUMBER 59 — BEING OPEN TO NEW IDEAS

*By Brian Mann*



How many times have you found yourself saying, “I’ve always done it this way?” Many of us tend to follow the same path over and over, more out of comfort and habit than from analysis and thought.

It’s possible, if not likely, that we are missing out on great opportunities in life because we pursue the same avenues again and again. Did you ever try a new restaurant and then say to yourself, “Wow, this place is great, why haven’t I tried it before now?”

Even in our workplaces, we stick with the same products and solutions because they are comfortable and familiar, often without considering the benefits of an alternative.

Consider your compressed air system. Owning your compressors and dryers is usually the status-quo. The equipment has an asset tag, you take the depreciation of the equipment in your EBITDA and pay someone to maintain the equipment. The maintenance may be in-sourced, out-sourced, or some combination of the two. Your OPEX budget, when it comes to compressed air, is based on some assumed average costs, but it seems like every year there is a surprise expense that leaves you juggling the numbers.

You look at the age of the compressed air equipment and make some assumptions about useful life and include replacement equipment on the 3-year CAPEX budget, not

really knowing if you need the equipment or not. Usually, the CAPEX request is denied in favor of projects with a better ROI, or maybe an improvement related to safety or EH&S. Or, capital funding is tight, and an equipment replacement project just does not make the cut.

Regardless of the capital budget priorities and constraints, the need to replace and upgrade or increase capacity is real. Sooner or later, a CAPEX is needed just to keep the compressed air system running, and you are again scrambling to adjust the budget to absorb the unplanned expenditure.

Unplanned expenses, juggling budgets, depreciation – that’s how it’s always been with your compressed air system. There’s no reason to change or question the situation; everyone deals with the same problems. Right?

So, as you are enjoying that glass of champagne at 12:01 a.m. on January 1, reflect on your New Year’s Resolution to be open to new ideas, and consider changing how you deal with compressed air.

Are you open to eliminating the CAPEX and unplanned OPEX associated with your compressed air system? Would you be willing to forego the negotiation with corporate about the “real need” for a new air compressor?

If you could lose those extra pounds or save more for retirement with a single phone call or email, you would gladly do so and happily cross those resolutions off the list as “completed”. The good news is that there is an easy way to keep your resolution to be open-minded about a different solution for your compressed air system.

Have you ever considered outsourcing your compressed air system? It’s not a new concept in industry, but it may be a new idea for you. The concept is one that is gaining in popularity as more and more users recognize the benefits of allowing someone else to take on the compressed air system while they focus on their business.

Think about it the benefits for a minute. No CAPEX for compressed air to worry about. Your outsourcing partner provides the equipment and installation. Compressed air OPEX becomes predictable; one invoice for the same amount every month for the duration of the agreement.

In fact, when you outsource your compressed air, it becomes like a utility to you. The compressed air is always available, at the right pressure and purity, just like the electricity and city water at the plant. Compressed air becomes an afterthought.

So, after the merriment of the New Year’s Eve party has faded, and you are back at work contemplating your personal resolutions and professional objectives for the New Year, do one simple thing. Keep your resolution to be open to new ideas and contact Sullair about Sullair Managed Air Power, a new idea that will have you saying, “Why didn’t I do this before?”

## SUMMARY

With a new year, brings new possibilities. Will 2021 be the year you’re open to new ideas? Perhaps even about your compressed air system? Soon, you may be saying “Why didn’t I do this before?”