

Keys to Reducing Linen Utilization & Replacement Costs

By **Rock Jensen**, Senior Consultant, Soriant Healthcare

1. Reduce Stored Supplies (Where is your linen?)
 - a. Patient Rooms
 - b. Nurse Servers
 - c. Utility Rooms
 - d. Linen Storage Locations
 - i. Need to have Established Usage Par Levels, and stored/stocked levels should not be more than 125% of average daily usage.
2. Is Your Linen Program COG: (Customer Owned Goods)
 - a. **Look at Per Use Cost, NOT the Cost of the Item**
 - b. Example on bath towel with 280,800 annual usage
 - i. Towel Example
 1. Towel cost \$1.97, and lasts 18 washings, weighs .50 = per use cost of \$.334
 2. Towel cost \$2.52 and lasts 28 washings, weighs .26 = per use cost of \$.208

Per Use Savings on just towels was \$35,808 annually by using right towel
3. Reduce the Number of Similar Items In Inventory
 - a. How many different color / type of spreads do you need?
 - b. How many different types/designs of gowns do you need? (Each unit does not need their own!)
 - c. How many different types & colors of scrubs do you need?
4. Improve User Education
 - a. Linen Fairs
 - b. Include with annual hospital education training
 - c. Post costs & pricing charts in unit linen storage areas
 - d. Focused education meetings with CNAs / techs
5. Conversion of Heavy Weight Items to Lighter Weight Items
 - a. Bed spreads to closed weave light spread or bath blanket
 - b. Layering factor
6. Implement Hospital Policies that Drive Reduced Utilization
 - a. Bed makeup
 - b. Bed change frequency
 - c. Scrub use policy
 - d. Charge out linen to user departments

Critical.... You have to know what amount of linen you're utilizing! Use that information to make Adjustments and Drive changes to help you reduce linen costs