Title: Confirming Savings on Disposable to Reusable Pillow Conversions

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AIM

Standard Textile Company continually strives to reduce costs for healthcare systems. In this study, Standard Textile confirmed savings achieved by healthcare systems when following the recommendations made by the Consultative Services Department to convert from a disposable to a reusable pillow system. The information in this report provides the evidence that using good quality reusable pillows saves money.

STRATEGY

Standard Textile identified three hospitals that converted from disposable pillows to reusable pillows. The original reusable maximization analysis was collected and reviewed for each pillow conversion. If no analysis had been completed before the conversion, then an attempt was made to collect the information for the time period prior to the conversion.

Information was collected for a period of up to 12 months after the conversion to calculate and identify savings achieved. These savings were compared with the projected savings of the original analysis.

Results:

102-occupied bed facility  
Midwest Region

The original pillow analysis for this facility showed an initial targeted Year 1 savings of $17,926 and a total five-year savings of $89,632.

The information was analyzed approximately four months after the conversion. It was found that the hospital had achieved an actual savings of $8,490, or an annualized Year-1 savings of $25,469.
**Conclusion:** Actual savings are on target to exceed the initial targeted savings figure in the original reusable maximization analysis.

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**426- occupied bed facility**  
**Southeast Region**

The original pillow analysis for this hospital showed an initial target Year 1 savings of $39,970 and a total five-year savings of $199,848.

After 27 months this facility had achieved an actual savings of $156,774. On an annual basis, this savings averages $69,677.

**Conclusion:** Actual savings are on target to exceed the initial targeted savings figure in the original reusable maximization analysis.

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**548- occupied bed facility**  
**Central Region**

The original pillow analysis for this facility showed an initial five-year targeted savings of $577,739. The information was analyzed for the full fiscal year after the conversion. After the first year the hospital had achieved a savings of $32,994. Although the savings fell short of original projections, the reusable conversion was only 30% implemented in the first year.

**Conclusion:** Actual savings were not on target to meet the initial targeted savings figure in the original analysis. The conversion was projected to drastically reduce the amount of disposable pillows; however, as the table below demonstrates, the facility did not fully convert to reusable pillows.

<table>
<thead>
<tr>
<th>Initial System Costs (prior to conversion)</th>
<th>Disposable</th>
<th>Reusable</th>
<th>Total Purchases</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$144,158</td>
<td>$2,388</td>
<td>$146,546</td>
</tr>
<tr>
<td>Year 1 (after conversion)</td>
<td>$100,144</td>
<td>$13,407</td>
<td>$113,551</td>
</tr>
</tbody>
</table>

**Conclusion:**

These studies confirm that conversion from disposable to reusable pillows can provide a significant cost benefit. In addition to significant cost savings, environmental benefits are evident.