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(PRELIMINARY)
LIFE CYCLE PROCUREMENT
BOOK

--- NOTICE ---

The contents of this book are preliminary.
All materials will be subjected to a
technical review and a practical application
review prior to being recommended for state
and local use.

Prepared by the Conservation Division of the
Iowa Energy Policy Council and the Iowa
Department of General Services. August, 1980

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INTRODUCTION TO LIFE CYCLE COST ANALYSIS

In the past, most government purchasing decisions were based on only one factor--purchase price. This has frequently resulted in the purchase of products that are inexpensive to buy, but costly to operate.

Life cycle costing is a method by which the estimated cost of ownership is considered when making a purchasing decision. The major costs of ownership for most commodities are the purchase price, the cost of energy, and the cost of maintenance. This booklet emphasizes the cost of energy because generally there is no reliable data on the cost of maintenance for different pieces of equipment. The greatest problem in conducting life cycle cost analysis is to locate reliable and accurate data for the various factors of the cost of ownership.

By using life cycle costing, a purchaser will be buying more energy-efficient equipment. It is hoped that all state and local agencies will use life cycle cost techniques. Significant energy and monetary savings can be realized by using life cycle cost techniques.

GENERAL TECHNIQUES OF LIFE CYCLE COSTING

The basic concept in life cycle cost analysis is that the product with the lowest total estimated cost to the user should be purchased, not necessarily the item which costs the least initially. When making a life cycle cost analysis, a purchaser will compute the life cycle cost (total cost) for each item being considered and should then buy the item which has the lowest life cycle cost.

To make a complete life cycle cost analysis there are seven factors that should be considered: initial cost, energy consumption, energy cost, warranties, product performance, maintenance, and resale value. This booklet will discuss only initial cost, energy consumption, energy cost, and product performance in detail.

Initial cost is whatever the product user has to pay to obtain the item. This should include purchase price, transportation cost, installation cost, and any other direct costs that must be paid prior to the use of the product.

The amount of energy use is sometimes very difficult to determine, even for commodities which are obvious energy consumers. Energy use includes not only the direct use of energy in the forms of gas, oil, coal, electricity, steam, and hot water, but can also include the effects the equipment has on other energy consuming products. For instance, a computer heats up a room requiring air-conditioning to cool the room. Currently, only a few products have their energy use calculated under equal test conditions. If life cycle costing is to be done on other products, manufacturer's data must be used. Whenever a purchaser asks for manufacturer's data, he must carefully specify the conditions under which the data is to be valid.

Almost all data on the energy use is based on estimated energy use over some interval. It will be the purchaser's job to determine the total yearly energy use, based on the expected use of the product.

After a purchaser has determined the amount of energy that a product will use during a year, it is then necessary to determine how much this energy will cost over the product's life. The current cost of energy is almost always easy and straight-forward to determine. However, for products which are expected to last longer than one year, it is necessary to estimate the rate of future price increases for energy and the minimum acceptable return on investment to determine the cost of energy (in current value dollars) in future years. The formula below gives the cost of energy in any future year in current value dollars:

$$CF = CP \times \frac{e^{jn}}{e^{in}}$$

where CF = Future Value

CP = Present Value

j = Fuel Escalation Rate

i = Minimum Return on Investment

n = Number of Years in the Future

By summing the future values of energy for every year a product is expected to last, an escalation factor can be obtained. This escalation factor, when multiplied by the current cost of energy and the energy use per year, gives the cost of energy over a unit's life. The escalation factors are built into each life cycle cost formula in this booklet. The fuel escalation rates vary with the fuel types

while the minimum return on investment has been taken to be ten percent a year.

$$\text{Total Energy Cost} = \frac{\text{Yearly Energy Use} \times \text{Current Energy Cost} \times \text{Escalation Factor}}{\text{Escalation Factor}}$$

Performance is viewed in two different ways. For some products (such as cars), the only performance criteria is whether the product can perform the task. Then a life cycle analysis is done between the products able to meet the performance criteria. The product with the lowest life cycle cost should be purchased. For some products (such as washers), somewhat over-sized units may not have to operate as many hours per year to accomplish the desired task. In this case, the unit(s) which can process the specified amount of work at the lowest cost should be purchased.

LIFE CYCLE COST TECHNIQUE FOR ELECTRIC AIR-CONDITIONERS

<u>Data</u>	<u>Units</u>	<u>Source</u>
Purchase Price	Dollars	Vendor
EER	Btu/Watt-hr	Vendor
Required Cooling Capacity	Btu/hr	Purchaser
Current Cost of Electricity	¢/kwh	Power Bill or Power Company

1) Energy Use per Hour (EPH)

$$\text{EPH} = \frac{\text{Required Cooling Capacity}}{\text{EER}} \quad \text{EPH} = \frac{\text{Watt}}{\text{Watt}}$$

2) Life Cycle Cost (LCC)

$$\text{LCC} = \text{Purchase Price} + \frac{\text{EPH} \times 800 \text{ hr} \times 12.7 \times \text{Elec. Cost of}}{1000 \text{ watts/kw} \times 100\text{¢}/\$} \quad \text{LCC} = \frac{\$}{\$}$$

NOTES:

12.7 represents an electric escalation rate of 15% per year and a minimum return on investment of 10% per year for an average 10 year use life.

A purchaser must first determine the size of the unit needed. The purchaser should either find out what size unit was previously installed or have the proper size calculated. Units will probably not exactly match the size needed so units within 10 or 15 percent of the specified size should be considered.

The life cycle cost should be found for all the units being considered and the one with the lowest life cycle cost should be purchased.

Purchase price should include any delivery or installation charges.

The current cost of electricity must be the same for all units.

LIFE CYCLE COST TECHNIQUE FOR GAS AIR-CONDITIONERS

<u>Data</u>	<u>Units</u>	<u>Source</u>
Purchase Price	Dollars	Vendor
C.O.P.	Btu Cooling Btu Gas	Vendor
Required Cooling Capacity	Btu/hr	Purchaser
Current Cost of Natural Gas	\$/ccf	Power Bill or Power Company
or Current Cost of L.P. Gas	\$/gal	Fuel Supplier

1) Energy Use per Hour (EPH)

$$EPH = \frac{\text{Required Cooling Capacity}}{\text{C.O.P.}} \quad EPH = \underline{\hspace{2cm}} \text{ Btu}$$

2a) Life Cycle Cost (natural gas) (LCCa)

$$LCCa = \text{Purchase Price} + \frac{\text{EPH} \times 800 \text{ hr} \times 28.9 \times \text{Current Cost of Gas}}{101,800 \text{ Btu/ccf}} \quad LCCa = \underline{\hspace{2cm}} \$$$

2b) Life Cycle Cost (L.P.G.) (LCCb)

$$LCCb = \text{Purchase Price} + \frac{\text{EPH} \times 800 \text{ hr} \times 28.9 \times \text{Current Cost of L.P.}}{95,500 \text{ Btu/gal}} \quad LCCb = \underline{\hspace{2cm}} \$$$

NOTES:

28.9 represents a gas escalation rate of 30% per year and a minimum return on investment of 10% per year for an average 10 year use life.

A purchaser must first determine the size of the unit needed. The purchaser should either find out what size unit was previously installed or have the proper size calculated. Units will probably not exactly match the size needed so units within 10 or 15 percent of the specified size should be considered.

The life cycle cost should be found for all the units being considered and the one with the lowest life cycle cost should be purchased.

Purchase price should include any delivery or installation charges.

The current cost of natural or L.P. gas must be the same for all units.

COOLING LOAD

This form is designed to calculate a more precise estimate of cooling load (size of air conditioner needed) than the "rule of thumb" provides.*

1. Doors and Arches: Add the width of all doors and arches that are frequently opened between cooled and uncooled areas. Consider rooms that are connected by a 5 ft or wider arch as one continuous room

Total width _____ ft. X Factor (300) = _____

2. Solar Gain (Radiation) Through Windows: Multiply the total window area for each description given below. For windows with outside awnings or shaded constantly by trees, use the factor for "Outside Shade." Factors given are for single glazing and should be multiplied by 0.8 for double glass.

<u>Direction</u>	<u>Total Sq. Ft.</u>	<u>No Shade</u>	<u>Inside Shades**</u>	<u>50% Outside Shade</u>	<u>100% Outside Shade</u>	<u>Answers</u>
Northeast		60	25	40	20	
East		80	40	53	25	
Southeast		75	30	48	20	
South		75	35	48	20	
Southwest		110	45	70	30	
West		150	65	98	45	
Northwest		120	50	78	35	
North		0	0	0	0	_____

Enter Largest Number _____

3. Heat Gain (Conduction) Through Windows: Multiply total square feet of all windows in areas to be cooled by the appropriate factor.

Single Glass _____ sq. ft. X Factor (14) = _____

Double Glass _____ sq. ft. X Factor (7) = _____

Seek professional help in determining the size of cooling equipment needed. Oversized units especially are to be avoided, because they draw more energy than is necessary. They also cannot dehumidify properly and cycle more frequently, thus increasing maintenance and reducing use-life. A rule of thumb for calculating the size you need is to multiply the number of square feet to be cooled by 24 Btu's/hour.

4. Walls: Multiply the total area (length and width) of spaces to be cooled that are exposed to the outside by the appropriate factor (include doors but subtract windows).

	<u>Sq. Ft.</u>	<u>Insulated</u>	<u>Not Insulated</u>
Outside walls with north exposure		20	30
Outside walls, other than north exposure		30	60
Inside walls between cooled and uncooled spaces		30	<u>60</u>

Cumulate Total =

5. Ceilings: Multiply total area (length and width) to be cooled by the factor that best represents your ceiling.

	<u>Square Feet</u>	<u>Factors</u>
No insulation with no space above		19
1" or more insulation with no space above		8
No insulation with attic space above		12
Insulation with attic space above		5
Occupied space above (not cooled)		3
Occupied space above (air conditioned)		<u>0</u>

(enter only one)

Note: If an air conditioner is to be used only for night cooling, the factor in item one should be 200; item 2 should be disregarded; in item 4 the factor for insulated walls should be 20, and all other factors 30; in item 5, the factors should be 5, 3, 7, 4 and 3 respectively.

6. Floor: Multiply total floor area (length and width) within the area to be cooled by the factor provided. Disregard this step if floor is directly on the ground or over a basement.

_____ sq. ft. x (Factor (3)) = _____

7. People: Multiply the average or normal occupancy of the cooled area by the factor given. Use a minimum of 2 persons

_____ People X Factor (600) = _____

8. Electrical Equipment Heatload: Determine the total wattage for frequently operated electrical equipment.

_____ Total Watts X Factor (3.413) = _____

9. Total Cooling Load: Add the individual loads calculated in items 1 through 8.

Size of Unit Needed = _____

LIFE CYCLE COST TECHNIQUE FOR COMMERCIAL ELECTRIC DRIERS (TUMBLERS)

<u>Data</u>	<u>Units</u>	<u>Source</u>
Purchase Price	Dollars	Vendor
Clothes Basket Volume	Cubic Feet	Vendor
Electricity used/lbs of Water Removed	kwh/lbs	Vendor
Current Cost of Electricity	¢/kwh	Power Bill or Power Company
Laundry to be Dried per week	pounds	Estimate*

1) Basket Capacity (BC)

$$BC = \text{Clothes Basket Volume} \times 2.83 \text{ lbs/ft}^3 \quad BC = \underline{\hspace{2cm}} \text{ lbs}$$

2) Loads per Week (LW)

$$LW = \frac{\text{Laundry to be Dried per Week}}{BC} \quad LW = \underline{\hspace{2cm}}$$

3) Electricity Used per Load (EL)

$$EL = (\text{Electricity Used/lbs of Water Removed}) \times BC \times .50 \quad EL = \underline{\hspace{2cm}} \text{ kwh}$$

4) Life Cycle Cost (LCC)

$$LCC = \text{Purchase Price} + EL \times LW \times 52 \times \frac{\text{Cost of Electricity}}{100 \text{ ¢/\$}} \times 21.8 \quad LCC = \underline{\hspace{2cm}} \$$$

NOTES:

*The weekly laundry to be dried should be the amount of laundry the user expects the new tumbler to dry in a week.

The number 21.8 in the final life cycle cost equation is the electric escalation factor. It represents a 15% per year increase in electric rates and a minimum return on investment of 10% per year, over a 15 year expected life.

We strongly recommend that purchasers require that all vendor-supplied data be verified in writing by the manufacturer's technical representative. This should eliminate any confusion which could result if salespeople were wholly responsible for the data.

The life cycle cost for all units being considered should be calculated. The unit with the lowest life cycle cost should be purchased.

LIFE CYCLE COST TECHNIQUE FOR COMMERCIAL GAS DRIERS (TUMBLERS)

<u>Data</u>	<u>Units</u>	<u>Source</u>
Purchase Price	Dollars	Vendor
Clothes Basket Volume	Cubic Feet	Vendor
Gas Consumption per Pound of Water Removed	Btu/lbs.	Vendor
Electric Consumption per Hour	kw/hr	Vendor
Current Cost of Natural Gas ¹	\$/ccf	Fuel Supplier
Current Cost of L.P. Gas ¹	\$/gal.	Fuel Supplier
Current Cost of Electricity	¢/kwh	Power Bill or Power Company
Laundry to be Dried per Week	Pounds	Estimate ²

1) Basket Capacity (BC)

$$BC = \text{Clothes Basket Volume} \times 2.83 \text{ lbs/ft}^3 \quad BC = \underline{\hspace{2cm}} \text{ lbs}$$

2) Loads per Week (LW)

$$LW = \frac{\text{Laundry to be Dried per Week}}{BC} \quad LW = \underline{\hspace{2cm}}$$

3) Gas Use per Load (GPL)

$$GPL = (\text{Gas Consumption per Pound of Water Removed}) \times BC \times .50 \quad GPL = \underline{\hspace{2cm}} \text{ Btu}$$

4) Electric Use per Load (EPL)

$$EPL = (\text{Electric Consumption per Hour}) \times .67 \quad EPL = \underline{\hspace{2cm}} \text{ kwh}$$

5a) Life Cycle Cost using Natural Gas (LCCa)

$$LCCa = \text{Purchase Price} + \frac{GPL \times \text{Current Cost of Natural Gas} \times 86.2}{101,800 \text{ Btu/ccf}} + EPL \times \frac{\text{Current Cost of Electricity} \times 21.8}{100 \text{ ¢/\$}} \quad LCCa = \underline{\hspace{2cm}} \$$$

5b) Life Cycle Cost using L.P. Gas (LCCb)

$$LCCb = \text{Purchase Price} + \frac{GPL \times \text{Current Cost of L.P. Gas} \times 52.4 \times LW \times 52}{95,000 \text{ Btu/gal.}} + EPL \times LW \times 52 \times \frac{\text{Current Cost of Electricity} \times 21.8}{100 \text{ ¢/\$}} \quad LCCb = \underline{\hspace{2cm}} \$$$

NOTES:

¹Either the current cost of natural or L.P. gas is needed, depending on which type the institution uses.

Gas Driers

²The weekly laundry to be dried should be the amount of laundry the user expects the new tumbler to dry in a week.

The numbers 21.8, 86.2, and 52.4 in the final life cycle cost equation are respectively, the electric escalation factor, the natural gas escalation factor, and the L.P. gas escalation factor. They represent an expected 15% per year increase in electric rates, a 30% per year increase in natural gas rates, a 25% per year increase in L.P. gas rates, and a minimum return on investment of 10% per year, over an expected life of 15 years.

We strongly recommend that purchasers require that all vendor supplied data be verified in writing by the manufacturer's technical representative. This should eliminate any confusion which could result if salespeople were wholly responsible for the data.

The life cycle cost for all units being considered should be calculated, the unit with the lowest life cycle cost should be purchased.

LIFE CYCLE COST TECHNIQUE FOR COMMERCIAL STEAM DRIERS (TUMBLERS)

<u>Data</u>	<u>Units</u>	<u>Source</u>
Purchase Price	Dollars	Vendor
Clothes Basket Volume	Cubic Feet	Vendor
Steam Used per Pound of Water Removed	Btu/lbs	Vendor
Electric Consumption per Hour	kw/hr	Vendor
Current Cost of Steam ¹	\$/Million Btu	Boiler Manager
Current Cost of Electricity	¢/kwh	Power Bill or Power Company
Steam Escalation Factor	---	Estimate ²
Laundry to be Dried per Week	Pounds	Estimate ³

1) Basket Capacity (BC)

$$BC = \text{Clothes Basket Volume} \times 2.83 \text{ lbs/ft}^3 \quad BC = \underline{\hspace{2cm}} \text{ lb}$$

2) Loads per Week (LW)

$$LW = \frac{\text{Laundry to be Dried per Week}}{BC} \quad LW = \underline{\hspace{2cm}}$$

3) Steam Used per Load (SPL)

$$SPL = (\text{Steam Used per Pound of Water Removed}) \times BC \times .50 \quad SPL = \underline{\hspace{2cm}} \text{ Bt}$$

4) Electric Use per Load (EPL)

$$EPL = (\text{Electric Consumption per Hour}) \times .667 \quad EPL = \underline{\hspace{2cm}} \text{ kw}$$

5) Life Cycle Cost (LCC)

$$LCC = \text{Purchase Price} + SPL \times LW \times 52 \times \text{Current Cost of Steam} \times \text{Steam Escalation Factor} + EPL \times LW \times 52 \times \frac{\text{Current Cost of Electricity} \times 21.8}{100 \text{ ¢/\$}} \quad LCC = \underline{\hspace{2cm}}$$

NOTES:

¹The current cost of steam must be expressed in terms of \$/Million Btu. To convert common pricing units to \$/Million Btu use the chart below:

Common Pricing Unit	x	Steam Conversion Factor	= \$/Million Btu
\$/1000 #	x	.847	= \$/Million Btu
¢/Gal of Condensate	x	1.017	= \$/Million Btu

Steam Driers

If the cost of steam is not known the purchaser should find out what fuels are used to generate steam, find the cost per million Btu for each fuel type (using the table below), and take the weighted average fuel price as the average cost of steam.

Fuel	Common Pricing Unit(s)	Conversion Factor	Boiler Inefficiency Factor	Cost of Steam (\$/Million Btu)
Electricity	¢/kwh x	2.930	x 1.05	= \$/Million Btu
Coal	\$/Ton x	.0493	x 1.25	= \$/Million Btu
#2 Fuel Oil	\$/Gal x	7.210	x 1.25	= \$/Million Btu
#6 Fuel Oil	\$/Gal x	6.680	x 1.25	= \$/Million Btu
L.P.G.	\$/Gal x	10.471	x 1.25	= \$/Million Btu
Natural Gas	¢/ccf x	.097	x 1.25	= \$/Million Btu
	\$/MBtu x	1	x 1.25	= \$/Million Btu

²The steam escalation factor should be the same as the escalation factor for the main fuel used to produce steam. Use the table below to find the proper escalation factor.

Fuel	Escalation Factor
Electricity	21.8
Natural Gas	86.2
Coal	15.0
L.P. Gas	52.4
Fuel Oil	86.2

³The weekly laundry to be dried should be the amount of laundry the user expects the new tumbler to dry in a week.

We strongly recommend the purchasers require that all vendor supplied data be verified in writing by the manufacturer's technical representative. This should eliminate any confusion which could result if salespeople were wholly responsible for the data.

The life cycle cost for all units being considered should be calculated. The unit with the lowest life cycle cost should be purchased.

LIFE CYCLE COST TECHNIQUE FOR STANDARD¹ DOMESTIC ELECTRIC DRIERS

<u>Data</u>	<u>Units</u>	<u>Source</u>
Purchase Price	Dollars	Vendor
Clothes Basket Volume ²	ft ³	Vendor
Electric Use per Load	kwh/load	Vendor
Current Cost of Electricity	¢/kwh	Power Bill or Power Company
Laundry to be Dried per Week ³	Pounds	Estimate

1) Basket Capacity (BC)

$$BC = \text{Clothes Basket Volume} \times 2.83 \text{ lbs/ft}^3 \quad BC = \underline{\hspace{2cm}} \text{ lb}$$

2) Loads per Week (LW)

$$LW = \frac{\text{Laundry to be Dried per Week}}{BC} \quad LW = \underline{\hspace{2cm}}$$

3) Electric Use per Week (EW)

$$EW = \frac{\text{Electric Use per Load}}{4.9 \text{ lbs water/load}} \times BC \times .5 \frac{\text{lbs. water}}{\text{lbs. clothes}} \times LW \quad EW = \underline{\hspace{2cm}} \text{ kw}$$

4) Life Cycle Cost (LCC)

$$LCC = \text{Purchase Price} + \frac{EW \times 52 \text{ weeks} \times \text{Cost of Electricity} \times 12.7}{100 \text{ ¢/\$}} \quad LCC = \underline{\hspace{2cm}}$$

NOTES:

¹Standard driers are driers with basket volumes greater than 4.4 cubic feet.

²The electric use per load and the basket volume shall be measured per test procedures and conditions as outlined and defined by the Department of Energy, Part 430 - Energy Conservation Program for Appliances, Test Procedures for Clothes Driers, as reported in the Federal Register, Volume 42, No. 178 - Wednesday, September 14, 1977, beginning page 46145.

³The weekly laundry to be dried should be the amount of laundry the user expects the new drier to dry in a week. A typical standard drier will dry 16 pounds per load.

The number 12.7 in the final life cycle cost equation is the electric escalation factor. It represents an expected 15% per year increase in electric rates and a minimum return on investment of 10% per year, over an expected life of 10 years.

The life cycle cost should be calculated for all the units being considered and the unit with the lowest life cycle cost should be purchased.

LIFE CYCLE COST TECHNIQUE FOR COMPACT¹ DOMESTIC ELECTRIC CLOTHES DRIERS

<u>Data</u>	<u>Units</u>	<u>Source</u>
Purchase Price	Dollars	Vendor
Clothes Basket Volume ²	ft ³	Vendor
Electric Use per Load ²	kwh/load	Vendor
Current Cost of Electricity	¢/kwh	Power Bill or Power Company
Laundry to be Dried per Week ³	Pounds	Estimate

1) Basket Capacity (BC)

$$BC = \text{Clothes Basket Volume} \times 2.83 \text{ lbs/ft}^3 \quad BC = \underline{\hspace{2cm}} \text{ lbs}$$

2) Loads per Week (LW)

$$LW = \frac{\text{Laundry to be Dried per Week}}{BC} \quad LW = \underline{\hspace{2cm}}$$

3) Electric Use per Week (EW)

$$EW = \frac{\text{Electric Use per Load}}{2.10 \text{ lbs water/load}} \times BC \times .5 \frac{\text{lbs. water}}{\text{lbs. clothes}} \times LW \quad EW = \underline{\hspace{2cm}} \text{ kwh}$$

4) Life Cycle Cost (LCC)

$$LCC = \text{Purchase Price} + \frac{EW \times 52 \text{ weeks} \times \text{Cost of Electricity} \times 12.7}{100 \text{ ¢/\$}} \quad LCC = \underline{\hspace{2cm}} \$$$

NOTES:

¹ Compact driers are driers with basket volumes less than 4.4 cubic feet.

² The electric use per load and the basket volume shall be measured per test procedures and conditions as outlined and defined by the Department of Energy, Part 430 - Energy Conservation Program for Appliances, Test Procedures for Clothes Driers, as reported in the Federal Register, Volume 42, No. 178 - Wednesday, September 14, 1977, beginning page 46145.

³ The weekly laundry to be dried should be the amount of laundry the user expects the new drier to dry in a week. A typical compact drier will dry 7 pounds per load.

COMPACT DOMESTIC ELECTRIC DRIERS

The number 12.7 in the final life cycle cost equation is the electric escalation factor. It represents an expected 15% per year increase in electric rates and a minimum return on investment of 10% per year, over an expected life of 10 years.

The life cycle cost should be calculated for all the units being considered and the unit with the lowest life cycle cost should be purchased.

LIFE CYCLE COST TECHNIQUE FOR STANDARD¹ DOMESTIC GAS CLOTHES DRIERS

<u>Data</u>	<u>Units</u>	<u>Source</u>
Purchase Price	Dollars	Vendor
Clothes Basket Volume ²	ft ³	Vendor
Electric Use per Load ²	kwh/load	Vendor
Gas Use per Load ²	Btu/load	Vendor
Current Cost of Electricity	¢/kwh	Power Bill or Power Company
Current Cost of Natural Gas	\$/ccf	Fuel Supplier
Current Cost of L.P. Gas	\$/Gal.	Fuel Supplier
Laundry to be Dried per Week ³	Pounds	Estimate

1) Basket Capacity (BC)

$$BC = \text{Clothes Basket Volume} \times 2.83 \text{ lbs/ft}^3 \quad BC = \underline{\hspace{2cm}} \text{ lbs}$$

2) Loads per Week (LW)

$$LW = \frac{\text{Laundry to be Dried per Week}}{BC} \quad LW = \underline{\hspace{2cm}}$$

3) Electric Use per Week (EW)

$$EW = \frac{\text{Electric Use per Load}}{4.9 \text{ lbs water/load}} \times BC \times .5 \frac{\text{lbs. water}}{\text{lbs. clothes}} \times LW \quad EW = \underline{\hspace{2cm}} \text{ kwh}$$

4) Gas Use per Week (GW)

$$GW = \frac{\text{Gas Use per Load}}{4.9 \text{ lbs. water/load}} \times BC \times .5 \frac{\text{lbs. water}}{\text{lbs. clothes}} \times LW \quad LW = \underline{\hspace{2cm}} \text{ Btu}$$

5a) Life Cycle Cost (Natural Gas) (LCCa)

$$LCCa = \text{Purchase Price} + \frac{EW \times 52 \text{ weeks} \times \text{Cost of Electricity} \times 12.7}{100 \text{ ¢/\$}} + \frac{GW \times 52 \text{ weeks} \times \text{Cost of Natural Gas} \times 28.9}{101,800 \text{ Btu/ccf}} \quad LCCa = \underline{\hspace{2cm}} \$$$

5b) Life Cycle Cost (L.P. Gas) (LCCb)

$$LCCb = \text{Purchase Price} + \frac{EW \times 52 \text{ weeks} \times \text{Cost of L.P.G.} \times 21.5}{95,500 \text{ Btu/gal.}} \quad LCCb = \underline{\hspace{2cm}} \$$$

Standard Domestic Gas Clothes Driers

NOTES:

¹Standard driers are driers with basket volumes greater than 4.4 cubic feet.

²The basket volume, the electric use per load, and the gas use per load shall be measured per test procedures and conditions as outlined and defined by the Department of Energy, Part 430 - Energy Conservation Program for Appliances, Test Procedures for Clothes Driers, as reported in the Federal Register, Volume 42, No. 178 - Wednesday, September 14, 1977, beginning page 46145.

³The weekly laundry to be dried should be the amount of laundry the user expects the new drier to dry in a week. A typical standard drier will dry 16 pounds of clothes per load.

The numbers 12.7, 28.9 and 21.5 in the final life cycle cost equations are respectively, the electric escalation factor, the natural gas escalation factor, and the L.P. gas escalation factor. They represent an expected 15% per year increase in electric rates, a 30% per year increase in natural gas rates, a 25% per year increase in L.P. gas prices, and a minimum return on investment of 10% per year, over an expected life of 10 years.

The life cycle cost should be calculated for all units being considered and the unit with the lowest life cycle cost should be purchased.

LIFE CYCLE COST TECHNIQUE FOR COMPACT¹ DOMESTIC GAS CLOTHES DRIERS

<u>Data</u>	<u>Units</u>	<u>Source</u>
Purchase Price	Dollars	Vendor
Clothes Basket Volume ²	ft ³	Vendor
Electric Use per Load ²	kwh/load	Vendor
Gas Use per Load ²	Btu/load	Vendor
Current Cost of Electricity	¢/kwh	Power Bill or Power Company
Current Cost of Natural Gas	\$/ccf	Fuel Supplier
Current Cost of L.P. Gas	\$/Gal.	Fuel Supplier
Laundry to be Dried per Week ³	Pounds	Estimate

1) Basket Capacity (BC)

$$BC = \text{Clothes Basket Volume} \times 2.83 \text{ lbs/ft}^3 \quad BC = \underline{\hspace{2cm}} \text{ lbs}$$

2) Load per Week (LW)

$$LW = \frac{\text{Laundry to be Dried per Week}}{BC} \quad LW = \underline{\hspace{2cm}}$$

3) Electric Use per Week (EW)

$$EW = \frac{\text{Electric Use per Load}}{2.1 \text{ lbs water/load}} \times BC \times .5 \frac{\text{lbs. water}}{\text{lbs. clothes}} \times LW \quad EW = \underline{\hspace{2cm}} \text{ kwh}$$

4) Gas Use per Week (GW)

$$GW = \frac{\text{Gas Use per Load}}{2.1 \text{ lbs water/load}} \times BC \times .5 \frac{\text{lbs. water}}{\text{lbs. clothes}} \quad LW = \underline{\hspace{2cm}} \text{ Btu}$$

5a) Life Cycle Cost (Natural Gas) (LCCa)

$$\begin{aligned} LCCa = \text{Purchase Price} &+ \frac{EW \times 52 \text{ weeks} \times \text{Cost of Electricity} \times 12.7}{100 \text{ ¢/\$}} \\ &+ \frac{GW \times 52 \text{ weeks} \times \text{Cost of Natural Gas} \times 28.9}{101,800 \text{ Btu/ccf}} \end{aligned} \quad LCCa = \underline{\hspace{2cm}} \$$$

5b) Life Cycle Cost (L.P. Gas) (LCCb)

$$\begin{aligned} LCCb = \text{Purchase Price} &+ \frac{EW \times 52 \text{ weeks} \times \text{Cost of Electricity} \times 12.7}{100 \text{ ¢/\$}} \\ &+ \frac{GW \times 52 \text{ weeks} \times \text{Cost of L.P. Gas} \times 21.5}{95,500 \text{ Btu/gal.}} \end{aligned} \quad LCCb = \underline{\hspace{2cm}} \$$$

Compact Domestic Gas Clothes Driers

NOTES:

¹ Compact driers are driers with basket volumes less than 4.4 cubic feet.

² The basket volume, the electric use per load, and the gas use per load shall be measured per test procedures and conditions as outlined and defined by the Department of Energy, Part 430 - Energy Conservation Program for Appliances, Test Procedures for Clothes Driers, as reported in the Federal Register, Volume 42, No. 178 - Wednesday, September 14, 1977, beginning page 46145.

³ The weekly laundry to be dried should be the amount of laundry the user expects the new drier to dry in a week. A typical compact drier will dry 7 pounds of clothes per load.

The numbers 12.7, 28.9 and 21.5 in the final life cycle cost equations are respectively, the electric escalation factor, the natural gas escalation factor, and the L.P. gas escalation factor. They represent an expected 15% per year increase in electric rates, a 30% per year increase in natural gas rates, a 25% per year increase in L.P. gas prices, and a minimum return on investment of 10% per year, over an expected life of 10 years.

The life cycle cost should be calculated for all units being considered and the unit with the lowest life cycle cost should be purchased.

LIFE CYCLE COST TECHNIQUE FOR ELECTRIC HOT WATER HEATERS

<u>Data</u>	<u>Units</u>	<u>Source</u>
Purchase Price	Dollars	Vendor
Recovery Efficiency ¹	$\frac{\text{Btu Heat}}{\text{Btu Elec.}}$	Vendor
Standby Loss ¹	$\frac{\text{Btu lost/hr}}{\text{Btu of system}}$	Vendor
Heating Elements Input Rate ¹	kw/hr	Vendor
Tank Volume ¹	Gallons	Vendor
Weekly Hot Water Use ²	Gallons	Estimate
Current Cost of Electricity	¢/kwh	Power Bill or Power Company

1) Weekly Electricity to Heat Water (WE)

$$WE = \frac{\text{Weekly Hot Water Use} \times 742.5 \text{ Btu/gal.}}{\text{Recovery Efficiency}} \quad WE = \underline{\hspace{2cm}} \text{ Btu}$$

2) Hourly Standby Loss (HSL)

$$HSL = \text{Standby Loss} \times 742.5 \text{ Btu/gal.} \times \text{Tank Volume} \quad HSL = \underline{\hspace{2cm}} \text{ Btu/hr}$$

3) Weekly Standby Loss (WSL)

$$WSL = HSL \times \left(168 \text{ Hours} - \frac{WE}{\text{Heating Elements Input Rate}} \right) \quad WSL = \underline{\hspace{2cm}} \text{ Btu/wk}$$

4) Total Electric use per Week (TE)

$$TE = WE + WSL - JK - JS$$

where

JK = Weekly Energy Credit for an Output Heat Trap = 9177 Btu
JS = Weekly Energy Credit for an Input Heat Trap = 6881 Btu

$$TE = \underline{\hspace{2cm}} \text{ Btu}$$

5) Life Cycle Cost (LCC)

$$LCC = \text{Purchase Price} + \frac{\text{Current Cost of Electricity} \times TE \times 52 \text{ weeks} \times 12.7}{3413 \text{ Btu/kwh} \times 100 \text{ ¢/\$}} \quad LCC = \underline{\hspace{2cm}} \$$$

Electric Hot Water Heaters

NOTES:

¹Recovery efficiency, standby loss, heating elements input rate, and tank volume shall be measured per test procedures and conditions as outlined and defined by the Department of Energy, Part 430 - Energy Conservation Program for Appliances, Test Procedures for Water Heaters, as reported in the Federal Register, Volume 42, No. 192 - Tuesday, October 4, 1977, beginning page 54110.

²An average household uses 450 gallons of hot water per week. If the water heater is not for a home or if a more accurate estimation of hot water usage is desired the weekly hot water use for each appliance should be added up. Below are some typical hot water usages.

<u>Activity</u>	<u>Hot Water Usage</u>
One shower	15 gallons
One load in domestic clothes washer	25 gallons
One load in domestic dishwasher	15 gallons

The number 12.7 in the final life cycle cost equation is the electric escalation factor. It represents an expected 15% a year increase in electric rates and a minimum return on investment of 10% a year over an expected life of 10 years.

Besides the numerical data ask for vendors should also be asked whether the units they are bidding have output or input heat traps.

The life cycle cost should be found for all units being considered and the unit with the lowest life cycle cost should be purchased.

LIFE CYCLE COST TECHNIQUE FOR GAS HOT WATER HEATERS

<u>Data</u>	<u>Units</u>	<u>Source</u>
Purchase Price	Dollars	Vendor
Recovery Efficiency ¹	$\frac{\text{Btu Heat}}{\text{Btu Gas}}$	Vendor
Standby Loss ¹	$\frac{\text{Btu lost/hr}}{\text{Btu of System}}$	Vendor
Gas Burners Input Rate ¹	Btu/hr	Vendor
Electric Power Needed when Burners On ¹	kw/hr	Vendor
Electric Power Needed when Burners Not On ¹	kw/hr	Vendor
Tank Volume ¹	Gallons	Vendor
Weekly Hot Water Use ²	Gallons	Estimate
Current Cost of Natural Gas	\$/ccf	Fuel Supplier
or Current Cost of L.P. Gas	\$/gal	Fuel Supplier
Current Cost of Electricity	¢/kwh	Power Bill or Power Company

1) Weekly Gas Needed to Heat Water (WG)

$$WG = \frac{\text{Weekly Hot Water Use} \times 742.5 \text{ Btu/gal.}}{\text{Recovery Efficiency}}$$

$$WG = \underline{\hspace{2cm}} \text{ Btu}$$

2) Hourly Standby Loss (HSL)

$$HSL = \text{Standby Loss} \times 742.5 \text{ Btu/gal.} \times \text{Tank Volume}$$

$$HSL = \underline{\hspace{2cm}} \text{ Btu/hr}$$

3) Weekly Standby Loss (WSL)

$$WSL = HSL \times \left(168 \text{ hours} - \frac{WG}{\text{Gas Burners Input Rate}} \right)$$

$$WSL = \underline{\hspace{2cm}} \text{ Btu/wk}$$

4) Auxiliary Electrical Use per Week (AE)

$$AE = \frac{\text{Electric Power needed when Burners On}}{\text{Gas Burners Input Rate}} \times WG + \frac{\text{Electric Power needed when Burners Not On}}{\text{Gas Burners Input Rate}} \times \left(168 \text{ hours} - \frac{WG}{\text{Gas Burners Input Rate}} \right)$$

$$AE = \underline{\hspace{2cm}} \text{ kwh}$$

Gas Hot Water Heaters

5) Total Gas Use per Week (TG)

$$TG = WG + WSL - JK - JS$$

where

JK = Weekly Energy Credit for an Output Heat Trap = 9177 Btu

JS = Weekly Energy Credit for an Input Heat Trap = 6881 Btu

$$TG = \underline{\hspace{2cm}} \text{ B}$$

6a) Life Cycle Cost (Natural Gas) (LCCa)

$$\begin{aligned} LCCa = & \text{Purchase Price} + \frac{TG \times 52 \text{ weeks} \times \text{Cost of Nat. Gas} \times 28.9}{101,800 \text{ Btu/ccf}} \\ & + \frac{AE \times 52 \text{ weeks} \times \text{Cost of Electricity} \times 12.7}{100 \text{ ¢/\$}} \end{aligned}$$

$$LCCa = \underline{\hspace{2cm}}$$

6b) Life Cycle Cost (L.P. Gas) (LCCb)

$$\begin{aligned} LCCb = & \text{Purchase Price} + \frac{TG \times 52 \text{ weeks} \times \text{Cost of L.P. Gas} \times 21.5}{95,500 \text{ Btu/gal.}} \\ & + \frac{AE \times 52 \text{ weeks} \times \text{Cost of Electricity} \times 12.7}{100 \text{ ¢/\$}} \end{aligned}$$

$$LCCb = \underline{\hspace{2cm}}$$

NOTES:

¹Recovery efficiency, standby loss, gas burners input rate, electric power needed when burners are on, electric power when burners are not on, and tank volume shall be measured per test procedures and conditions as outlined and defined by the Department of Energy, Part 430 - Energy Conservation Program for Appliances, Test Procedures for Water Heaters, as reported in the Federal Register, Volume 42, No. 192 - Tuesday, October 4, 1977, beginning page 54110.

²An average household uses 450 gallons of hot water per week. If the water heater is not for a home or if a more accurate estimation of hot water usage is desired the weekly hot water use for each appliance should be added up. Below are some typical hot water usages.

<u>Activity</u>	<u>Hot Water Usage</u>
One shower	15 gallons
One load in domestic clothes washer	25 gallons
One load in domestic dish washer	15 gallons

Gas Hot Water Heaters

The numbers 12.7, 28.9, and 21.5 in the final life cycle cost equations are respectively, the electric escalation factor, the natural gas escalation factor, and the L. P. gas escalation factor. They represent an expected 15% per year increase in electric rates, a 30% per year increase in natural gas rates, a 25% per year increase in L. P. gas rates, and a minimum return on investment of 10% per year, over an expected life of 10 years.

Besides the numerical data asked for, vendors should also be asked whether the units they are bidding have output or input heat traps.

The life cycle cost should be found for all units being considered and the unit with the lowest life cycle cost should be purchased.

LIFE CYCLE COST TECHNIQUE FOR OIL HOT WATER HEATERS

<u>Data</u>	<u>Units</u>	<u>Source</u>
Purchase Price	Dollars	Vendor
Recovery Efficiency ¹	$\frac{\text{Btu Heat}}{\text{Btu Oil}}$	Vendor
Standby Loss ¹	$\frac{\text{Btu Lost/hr}}{\text{Btu of Steam}}$	Vendor
Oil Burners Input Rate ¹	Btu/hr	Vendor
Electric Power Needed when Burners On ¹	kw/hr	Vendor
Electric Power Needed when Burners Not On ¹	kw/hr	Vendor
Tank Volume ¹	Gallons	Vendor
Weekly Hot Water Use ²	Gallons	Estimate
Current Cost of Fuel Oil	\$/gal	Fuel Supplier
Current Cost of Electricity	¢/kwh	Power Bill or Power Company

1) Weekly Oil needed to Heat Water (WO)

$$WO = \frac{\text{Weekly Hot Water Use} \times 742.5 \text{ Btu/gal.}}{\text{Recovery Efficiency}}$$

$$WG = \underline{\hspace{2cm}} \text{ Btu}$$

2) Hourly Standby Loss (HSL)

$$HSL = \text{Standby Loss} \times 742.5 \text{ Btu/gal.} \times \text{Tank Volume}$$

$$HSL = \underline{\hspace{2cm}} \text{ Btu/hr}$$

3) Weekly Standby Loss (WSL)

$$WSL = HSL \times \left(168 \text{ hours} - \frac{WO}{\text{Oil Burners Input Rate}} \right)$$

$$WSL = \underline{\hspace{2cm}} \text{ Btu/wk}$$

4) Auxiliary Electrical Use per Week (AE)

$$AE = \frac{\text{Electric Power needed when Burners On}}{\text{when Burners On}} \times \left(\frac{WO}{\text{Oil Burners Input Rate}} \right) + \frac{\text{Electric Power needed when Burners Not On}}{\text{when Burners Not On}} \times \left(168 \text{ hours} - \frac{WO}{\text{Oil Burners Input Rate}} \right)$$

$$AE = \underline{\hspace{2cm}} \text{ kw}$$

Oil Hot Water Heaters

5) Total Oil Use per Week (TO)

$$TO = WO + WSL - JK - JS$$

where

JK = Weekly Energy Credit for an Output Heat Trap = 9177 Btu

JS = Weekly Energy Credit for an Input Heat Trap = 6881 Btu

$$TO = \underline{\hspace{2cm}} \text{ Btu}$$

6) Life Cycle Cost (LCC)

$$\begin{aligned} LCC = \text{Purchase Price} &+ \frac{\text{TO} \times 52 \text{ weeks} \times \text{Fuel Oil} \times 28.9}{138,700 \text{ Btu/gal.}} \\ &+ \frac{\text{AE} \times 52 \text{ weeks} \times \text{Cost of Electricity} \times 12.7}{100 \text{ ¢/\$}} \end{aligned}$$

$$LCC = \underline{\hspace{2cm}} \$$$

NOTES:

¹Recovery efficiency, standby loss, oil burners input rate, electric power needed when burners are on, electric power needed when burners are not on, and tank volume shall be measured per test procedures and conditions as outlined and defined by the Department of Energy, Part 430 - Energy Conservation Program for Appliances, Test Procedures for Water Heaters, as reported in the Federal Register, Volume 42, No. 192 - Tuesday, October 4, 1977, beginning page 54110.

²An average household uses 450 gallons of hot water per week. If the water heater is not for a home or if a more accurate estimation of hot water usage is desired the weekly hot water use for each appliance should be added up. Below are some typical hot water usages.

<u>Activity</u>	<u>Hot Water Usages</u>
One shower	15 gallons
One load in domestic clothes washer	25 gallons
One load in domestic dish washer	15 gallons

The numbers 12.7 and 28.9 in the final life cycle cost equation are respectively the electric escalation rate and the fuel oil escalation rate. They represent an expected 15% a year increase in electric rates, a 30% a year increase in fuel oil rates, and a minimum return on investment of 10%, over an expected life of 10 years.

Besides the numerical data asked for vendors should also be asked whether the units they are bidding have output or input heat traps.

The life cycle cost should be found for all units being considered and the unit with the lowest life cycle cost should be purchased.

LIFE CYCLE COST TECHNIQUE FOR DOMESTIC DEHUMIDIFIERS

<u>Data</u>	<u>Units</u>	<u>Source</u>
Purchase Price	Dollars	Vendor
Energy Factor for Dehumidifiers*	Pints/kwh	Vendor
Current Cost of Electricity	¢/kwh	Power Bill or Power Company
Size of Dehumidifier Needed	Pints/day	Purchaser

1) Electric Use per Year (EPY)

$$EPY = \frac{\text{Size of Dehumidifier Needed} \times 989 \text{ hours/year}}{\text{Energy Factor for Dehumidifiers} \times 24 \text{ hours/day}}$$

EPY = _____ kw

2) Life Cycle Cost (LCC)

$$LCC = \text{Purchase Price} + \frac{EPY \times \text{Current Cost of Electricity} \times 12.7}{100 \text{ ¢/\$}}$$

LCC = _____

NOTES:

*The energy factor for dehumidifiers shall be determined using test procedures and conditions as outlined and defined by the Department of Energy, Part 430 - Energy Conservation Program for Appliances, Test Procedures for Dehumidifiers, as reported in the Federal Register, Volume 42, No. 201 - Tuesday, October 18, 1977, beginning on page 55608.

The number 12.7 in the final life cycle cost equation is the escalation factor. It represents an expected 15% a year increase in electric rates and a minimum return on investment of 10% a year, over an expected life of 10 years.

A purchaser must first determine the size of the unit needed. The purchaser should either find out what size was previously installed or have the proper size calculated. Units will probably not exactly match the size needed so units within 10 or 15 percent of the specified size should be considered.

The life cycle cost should be found for all the units being considered and the unit with the lowest life cycle cost should be purchased.

LIFE CYCLE COST TECHNIQUE FOR DOMESTIC CENTRAL HUMIDIFIERS

<u>Data</u>	<u>Units</u>	<u>Source</u>
Purchase Price	Dollars	Vendor
Humidification Rate of Unit ¹	Gal. per Day	Vendor
Full Load Electric Consumption ¹	Watts/hour	Vendor
Waste Water Drained Off ¹	lbs/hour	Vendor
Air Flow Through Humidifier ¹	CFM	Vendor
Current Cost of Furnace Fuel	\$/Million Btu ²	Fuel Supplier
Current Cost of Electricity	¢/kwh	Power Bill or Power Company
Furnace Efficiency	Percent	Estimate ³
Humidification Rate Needed	Gal. per Day	Purchaser
Furnace Fuel Escalation Factor	---	Footnote (4)

1) Yearly Hours of Operation (HO)

$$HO = 1050 \times \frac{\text{Humidification Rate Needed}}{\text{Humidification Rate of Unit}}$$

If Unit has a Humidistat.

$$HO = 2400 \times \frac{\text{Humidification Rate Needed}}{\text{Humidification Rate of Unit}}$$

If Unit does not have a Humidistat.

HO = _____ hrs

2) Heating Energy Needed per Hour (HE)

$$HE = \frac{\text{Humidification Rate of Unit} \times 8840 \text{ Btu/gal.}}{24 \text{ hours per day}}$$

$$+ \text{Waste Water Drained Off} \times 80 \text{ Btu/lbs}$$

$$- 3.413 \text{ Btu/Whr} \times (\text{Electric Consumption} + .365 \times$$

$$\text{Air Flow through Dehumidifier})$$

HE = _____ Btu

3) Furnace Energy Needed per Year (FE)

$$FE = \frac{HE \times HO}{\text{Furnace Efficiency}/100 \times 1,000,000 \text{ Btu/Mil. Btu}}$$

FE = _____ Mil.
Btu

Domestic Central Humidifiers

4) Miscellaneous Electricity Used per Year (ME)

$$ME = \frac{HO \times (\text{Electric Consumption} + .365 \times \frac{\text{Air Flow Through Dehumidifier}}{1000 \text{ Watt-hr/kwh}})}{1000 \text{ Watt-hr/kwh}}$$

ME = _____ k

5) Life Cycle Cost (LCC)

$$LCC = \text{Purchase Price} + FE \times \frac{\text{Current Cost of Furnace Fuel}}{100 \text{ ¢/Dollar}} \times \text{Escalation Factor} + ME \times \frac{\text{Current Cost of Electricity}}{100 \text{ ¢/Dollar}} \times 12.7$$

LCC = _____

NOTES:

¹Humidification rate of the unit, full load electric consumption, waste water drained off, and air flow through the humidifier shall be measured per test procedures and conditions as outlined and defined by the Department of Energy, Part 530 - Energy Conservation Program for Appliances, Test Procedures for Humidifiers as reported in the Federal Register, Volume 42, No. 201 - Tuesday, October 18, 1977, beginning page 55599.

²Furnace fuel costs must be expressed in \$/Million Btu. To convert fuel costs from standard pricing units to \$/Million Btu, use the table below

<u>Fuel</u>	<u>Common Pricing Unit</u>		<u>Conversion Factor</u>		<u>\$/Million Btu</u>
Coal	\$/ton	x	.0493	=	\$/Million Btu
Electricity	¢/kwh	x	2.930	=	\$/Million Btu
#2 Fuel Oil	\$/Gal.	x	7.210	=	\$/Million Btu
#6 Fuel Oil	\$/Gal.	x	6.680	=	\$/Million Btu
L.P.G.	\$/Gal.	x	10.471	=	\$/Million Btu
Natural Gas	¢/ccf	x	.097	=	\$/Million Btu

³If the efficiency of the furnace is known, that figure should be used. If it is not known, the typical efficiencies listed below can be used.

<u>Furnace Type</u>	<u>Efficiency</u>
Natural Gas	65%
L.P. Gas	65%
Fuel Oil	75%
Electric Resistance	100%
Electric Heat Pump	150%
Coal	60%

Domestic Central Humidifiers

⁴Furnace fuel escalation factors are given below. They are based on an expected unit life of ten years, a 10% per year minimum return on investment, a 30% per year increase in natural gas and fuel oil rates, a 25% per year increase in L.P. gas rates, a 15% per year increase in electric rates, and a 10% per year increase in coal rates.

<u>Fuel</u>	<u>Escalation Factor</u>
Coal	15.0
Natural Gas	28.9
L.P. Gas	21.5
Fuel Oil	28.9
Electricity	12.7

The number 12.7 in the final life cycle cost equation is the electric escalation factor. It represents an expected 15% a year increase in electric rates and a minimum return on investment of 10% a year, over an expected life of 10 years.

A purchaser must first determine the size of the unit needed. The purchaser should either find out what size unit was previously installed or have the proper size calculated. Units will probably not exactly match the size needed so units within 10 or 15 percent of the specified size should be considered.

The life cycle cost should be found for all units being considered and the one with the lowest life cycle cost should be purchased.

LIFE CYCLE COST TECHNIQUE FOR DOMESTIC ROOM HUMIDIFIERS

<u>Data</u>	<u>Units</u>	<u>Source</u>
Purchase Price	Dollars	Vendor
Humidification Rate of Unit ¹	Gal. per Day	Vendor
Full Load Electric Consumption ¹	Watts/hour	Vendor
Current Cost of Furnace Fuel	\$/Million Btu ²	Fuel Supplier
Current Cost of Electricity	¢/kwh	Power Bill or Power Company
Furnace Efficiency	Percent	Estimate ³
Humidification Rate Needed	Gal. per Day	Purchaser
Furnace Fuel Escalation Factor	---	Footnote (4)

1) Yearly Hours of Operation (HO)

$$HO = 1050 \times \frac{\text{Humidification Rate Needed}}{\text{Humidification Rate of Unit}} \quad \text{If Unit has a Humidistat.}$$

$$HO = 2400 \times \frac{\text{Humidification Rate Needed}}{\text{Humidification Rate of Unit}} \quad \text{If Unit does not have a Humidistat.}$$

HO = _____ hrs

2) Heating Energy Needed per Hour (HE)

$$HE = \frac{\text{Humidification Rate of Unit} \times .93 \times 8840 \text{ Btu/gal.}}{24 \text{ hours per day}}$$

$$- 3.413 \text{ Btu/whr} \times \text{Electric Consumption}$$

HE = _____ Btu

3) Furnace Energy Needed per Year (FE)

$$FE = \frac{HE \times HO}{\text{Furnace Efficiency}/100 \times 1,000,000 \text{ Btu/Mil. Btu}}$$

FE = _____ Mil Btu

4) Miscellaneous Electricity Used per Year (ME)

$$ME = \frac{HO \times \text{Electric Consumption}}{1000 \text{ Watt-hr/kwh}}$$

ME = _____ kwh

Domestic Room Humidifiers

5) Life Cycle Cost (LCC)

$$\begin{aligned} \text{LCC} = & \text{Purchase Price} + \text{FE} \times \frac{\text{Current Cost of Furnace Fuel}}{100 \text{ ¢/Dollar}} \times \text{Escalation Factor} \\ & + \text{ME} \times \frac{\text{Current Cost of Electricity}}{100 \text{ ¢/Dollar}} \times 12.7 \end{aligned}$$

LCC = _____ \$

NOTES:

¹Humidification rate of the unit and the full load electric consumption shall be measured per test procedures and conditions as outlined and defined by the Department of Energy, Part 430 - Energy Conservation Program for Appliances, Test Procedures for Humidifiers as reported in the Federal Register, Volume 42, No. 201 - Tuesday, October 18, 1977, beginning page 55599.

²Furnace fuel costs must be expressed in \$/Million Btu. To convert fuel costs from standard pricing units to \$/Million Btu, use the table below.

<u>Fuel</u>	<u>Common Pricing Unit</u>		<u>Conversion Factor</u>		<u>\$/Million Btu</u>
Coal	\$/Ton	x	.0493	=	\$/Million Btu
Electricity	¢/kwh	x	2.930	=	\$/Million Btu
#2 Fuel Oil	\$/Gal.	x	7.210	=	\$/Million Btu
#6 Fuel Oil	\$/Gal.	x	6.680	=	\$/Million Btu
L.P.G.	\$/Gal.	x	10.471	=	\$/Million Btu
Natural Gas	¢/ccf	x	.097	=	\$/Million Btu

³If the efficiency of the furnace is known, that figure should be used. If it is not known, the typical efficiencies listed below can be used.

<u>Furnace Type</u>	<u>Efficiency</u>
Natural Gas	65%
L.P. Gas	65%
Coal	60%
Fuel Oil	75%
Electric Resistance	100%
Electric Heat Pump	150%

Domestic Room Humidifiers

⁴Furnace fuel escalation factors are given below. They are based on an expected unit life of ten years, a 10% per year minimum return on investment, a 30% per year increase in natural gas and fuel oil rates, a 25% per year increase in L.P. gas rates, a 15% per year increase in electric rates, and a 10% per year increase in coal rates.

<u>Fuel</u>	<u>Escalation Factor</u>
Coal	15.0
Natural Gas	28.9
L.P. Gas	21.5
Fuel Oil	28.9
Electricity	12.7

The number 12.7 in the final life cycle cost equation is the electric escalation factor. It represents an expected 15% a year increase in electric rates and a minimum return on investment of 10% a year, over an expected life of 10 years.

A purchaser must first determine the size of the unit needed. The purchaser should either find out what size unit was previously installed or have the proper size calculated. Units will probably not exactly match the size needed so units within 10 or 15 percent of the specified size should be considered.

The life cycle cost should be found for all units being considered and the one with the lowest life cycle cost should be purchased.

LIFE CYCLE COST TECHNIQUE FOR LIGHT BULBS

<u>Data</u>	<u>Units</u>	<u>Source</u>
Purchase Price	Dollars	Vendor
Bulb Life	Hours	Vendor or Lamp Catalog
Power Consumption	Watts/hr	Vendor or Lamp Catalog
Hours per Year Bulb is on	Hours/year	Estimate
Current Cost of Electricity	¢/kwh	Power Bill or Power Company
Cost to Install Bulb	Dollars	Estimate

1) Cost for New Lamp (CN)

$$CN = \text{Purchase Price} + \text{Cost to Install Bulb} \quad CN = \underline{\hspace{2cm}} \$$$

2) Bulb Life in Years (BLY)

$$BLY = \frac{\text{Bulb Life in Hours}}{\text{Hours per year Bulb is on}} \quad BLY = \underline{\hspace{2cm}} \text{yr}$$

3) Electricity Used per Year (E)

$$E = \frac{(\text{Power Consumption}) \times (\text{Hours per Year Bulb is on})}{1000 \text{ w/kwh}} \quad E = \underline{\hspace{2cm}} \text{kwh}$$

4) Life Cycle Cost for 5 Years (LCC)

$$LCC = CN \times \frac{5}{BLY} + \frac{E \times \text{Cost of Electricity} \times 5.54}{100¢ \text{ per dollar}} \quad LCC = \underline{\hspace{2cm}} \$$$

NOTES:

The cost to install a new bulb, in many cases, should be taken to be zero, especially when the bulb would be installed by permanent full-time maintenance staff.

5.54 represents an electric escalation rate of 15% per year and a minimum return on investment of 10% per year for a 5-year period.

Before doing a life cycle cost analysis comparing different light bulb types a purchaser should first consider three things: will all the bulbs being considered fit in the existing fixture, will they all provide enough illumination, and do they all have acceptable colors. Vendors and lamp catalogs will provide information on what type of fixture a bulb will fit into. If a bulb will not fit into the existing fixture, it must be dropped from consideration unless the purchaser is willing to change the fixture in order to accommodate the bulb (in which case the cost of changing the fixture must be added to the final life cycle cost). All bulbs to be considered must be able to provide adequate illumination. Unless a lighting study has been done, a purchaser should buy bulbs with lumen outputs within 10 or 15 percent of the currently installed bulb's output. Bulbs, particularly florescent tubes, come in many different colors. Generally the bulb color is not important unless sorting or picking of colors is to be done, in which case only bulbs of the proper colors should be considered.

Light Bulbs

For each bulb being considered, the life cycle cost should be found. The bulb with the lowest life cycle cost should be purchased.

The current cost of electricity, the hours per year the bulb is on, and usually the cost to install the bulb should be the same for all bulbs.

LIFE CYCLE COST TECHNIQUE FOR PASSENGER VEHICLES

<u>Data</u>	<u>Units</u>	<u>Source</u>
Purchase Price	Dollars	Car Dealer
Gas Mileage	Miles/gal	EPA or Sticker
Average Fuel Price for the Next 3 Years*	Dollars	Estimate
Resale Value	Dollars	N.A.D.A. Official Used Car Guide

Life Cycle Cost (LCC)

$$\text{LCC} = \frac{50,000 \text{ miles} \times \text{Gas Cost}}{\text{Gas Mileage}} + \text{Purchase Price} - \text{Resale Value}$$

LCC = _____ \$

NOTES:

*30% higher than current gas prices is a good estimate.

The resale value should be the current resale value of the same make of car (if the vehicle in question was not being made three years ago, use the figure for a similar vehicle made by the same manufacturer).

N.A.D.A. is the National Automobile Dealers Association.

EPA is the Environmental Protection Agency.

This life cycle cost technique can be used for any vehicle listed in the E.P.A. Gas Mileage Guide (cars, station wagons, vans, and small pick-up trucks).

Vehicle type must be specified (e.g., compact cars, station wagons, 15-seat vans, etc.) and only vehicles meeting a given specification should be considered. The life cycle cost for each vehicle to be considered should be computed and the vehicle with the lowest life cycle cost should be purchased.

The average fuel price for the next three years must be the same for each vehicle unless they burn different fuels (regular gas, unleaded gas, or diesel fuel).

LIFE CYCLE COST TECHNIQUE FOR REFRIGERATORS, FREEZERS and REFRIGERATOR/FREEZERS

<u>Data</u>	<u>Units</u>	<u>Source</u>
Purchase Price	Dollars	Vendor
Energy Factor*	ft ³ /kwh/day	Vendor
Size Needed	ft ³	Purchaser
Current Cost of Electricity	¢/kwh	Power Bill or Power Company

1) Electric Use per Day (EPD)

$$EPD = \frac{\text{Size Needed}}{\text{Energy Factor}}$$

$$EPD = \underline{\hspace{2cm}} \text{ kwh}$$

2) Life Cycle Cost (LCC)

$$LCC = \text{Purchase Price} + EPD \times 365 \text{ days/year} \times \\ \text{Cost of Electricity} \times 12.7 \div 100 \text{ ¢/\$}$$

$$LCC = \underline{\hspace{2cm}}$$

NOTES:

*The energy factor shall be determined using test procedures and conditions as outlined and defined by the Department of Energy, Part 430-Energy Conservation Program for Appliances, Test Procedures for Electric Refrigerators, Electric Refrigerator/Freezers, and Freezers, as reported in the Federal Register, Volume 42, No. 178 - Wednesday, September 14, 1977, beginning page 46140.

The number 12.7 in the final life cycle cost equation is the escalation factor. It represents an expected 15% a year increase in electric rates and a minimum return on investment of 10% a year, over an expected life of 10 years.

The purchaser should find the life cycle cost of each unit being considered and buy the one with the lowest life cycle cost.

LIFE CYCLE COST TECHNIQUE FOR TELEVISION SETS

<u>Data</u>	<u>Units</u>	<u>Source</u>
Purchase Price	Dollars	Vendor
Operating Power Consumption*	Watts	Vendor
Standby Power Consumption*	Watts	Vendor
Current Cost of Electricity	¢/kwh	Power Bill or Power Company
Weekly Hours of Operation	Hours	Estimate

1) Yearly hours of Operation (YO)

$$YO = \text{Weekly Hours of Operation} \times 52 \text{ weeks/year} \quad YO = \underline{\hspace{2cm}} \text{ hrs}$$

2) Electric Use per Year (EPY)

$$EPY = (\text{Operating Power Consumption}) \times YO + (\text{Standby Power Consumption}) \times (8760 - YO)$$

$$EPY = \underline{\hspace{2cm}} \text{ watt}$$

3) Life Cycle Cost (LCC)

$$LCC = \text{Purchase Price} + \frac{EPY \times \text{Current Cost of Electricity} \times 5.54}{1000 \text{ watts/kwh} \times 100 \text{ ¢/\$}}$$

$$LCC = \underline{\hspace{2cm}} \$$$

NOTES:

*Operating and standby power consumption shall be measured per test procedures and conditions as outlined and defined by the Department of Energy, Part 430 - Energy Conservation Program for Appliances, Test Procedures for Television Sets, as reported in the Federal Register, Volume 42, No. 178 - Wednesday, September 14, 1977, beginning on page 46151.

The number 5.54 in the final life cycle cost equation is the escalation factor. It represents an expected 15% a year increase in electric rates and a minimum return on investment of 10% a year, over an expected life of 5 years.

The purchaser should find the life cycle cost of each unit being considered and buy the one with the lowest life cycle cost.

LIFE CYCLE COST TECHNIQUE FOR COMMERCIAL WASHER/EXTRACTORS

<u>Data</u>	<u>Units</u>	<u>Source</u>
Purchase Price	Dollars	Vendor
Cylinder Volume	Cubic Feet	Vendor
Water Use per Load ¹	Gallons	Vendor
Percent Moisture Retention ²	Percent	Vendor
Electric Use per Load	kwh	Vendor
Hot Water Heating Efficiency	Percent	Estimate ³
Cost of Fuel Used to Heat Water	\$/Mil Btu ⁴	Fuel Supplier
Cost of Fuel Used to Dry Clothes	\$/Mil Btu ⁴	Fuel Supplier
Cost of Electricity	¢/kwh	Power Bill or Power Company
Cost of Water	\$/1000 gal.	Water Company
Weekly Laundry to be Washed ⁵	Pounds	Purchaser
Escalation Factor for Water Heating Fuel	---	Footnote (6)
Escalation Factor for Clothes Drying Fuel	---	Footnote (6)

1) Basket Capacity (BC)

$$BC = \text{Cylinder Volume} \times 5.6 \quad BC = \underline{\hspace{2cm}} \text{ ls}$$

2) Loads per Week (LW)

$$LW = \frac{\text{Weekly Laundry to be Washed}}{BC} \quad LW = \underline{\hspace{2cm}}$$

3) Energy to Heat Water per Load (HE)

$$HE = \frac{.7 \times \text{Water Use per Load} \times 875 \text{ Btu/gal.}^{\circ}\text{F} \times 100^{\circ}\text{F}}{\text{Water Heating Efficiency}/100} \quad HE = \underline{\hspace{2cm}} \text{ Bu}$$

4) Energy to Dry Clothes per Load (DE)

$$DE = BC \times \frac{\text{Moisture Retention}}{100} \times 2500 \quad DE = \underline{\hspace{2cm}} \text{ Bu}$$

5) Water Heating Cost over the Machine's Life (WHC)

$$WHC = HE \times LW \times 52 \text{ weeks/year} \times \text{Cost of Fuel Used to Heat Water} \times \text{Escalation Factor for Water Heating Fuel} \\ \div 1,000,000 \text{ Btu/Million Btu} \quad WHC = \underline{\hspace{2cm}} \text{ \$}$$

6) Cost to Dry Clothes over the Machine's Life (DC)

$$DC = DE \times LW \times 52 \text{ weeks/year} \times \text{Cost of Fuel Used to Dry Clothes} \times \text{Escalation Factor for Clothes Drying Fuel} \\ \div 1,000,000 \text{ Btu/Million Btu} \quad DC = \underline{\hspace{2cm}} \text{ \$}$$

Washer/Extractors

7) Electric Cost over the Machine's Life (EC)

$$EC = \text{Electric Use per Load} \times LW \times 52 \text{ weeks/year} \times \text{Cost of Electricity} \times 21.8 \div 100 \text{ ¢/\$}$$

$$EC = \underline{\hspace{2cm}} \$$$

8) Water Cost over the Machine's Life (WC)

$$WC = \frac{\text{Water Used per Load} \times LW \times 52 \text{ weeks/year} \times \text{Water Cost} \times 14}{1000}$$

$$WC = \underline{\hspace{2cm}} \$$$

9) Life Cycle Cost (LCC)

$$LCC = \text{Purchase Price} + WHC + DC + EC + WC$$

$$LCC = \underline{\hspace{2cm}} \$$$

NOTES:

¹All data should be based on the following cycle for programmable washer/extractors:

- 2 washes (at manufacturer's recommended level for heavy soil)
- 3 rinses (at manufacturer's recommended level)
- 1 intermediate extraction
- 1 flush (at the same level as the rinses)
- 1 final extraction

For non-programmable washer/extractors data should be based on the machine's heavy soil cycle.

Vendors should be told to base all their data on this formula. Since wash and rinse levels vary with manufacturer and with the dimensions of the machine, the manufactures should recommend the wash and rinse levels.

²Percent moisture retention data should be based on a full load of 100% cotton muslin sheets. Though this is not a typical load, it is a load which can be duplicated with reasonable precision.

³If the efficiency of the hot water heating system is known, that figure should be used. If it is not known, the typical efficiencies listed below can be used.

<u>Hot Water Heater Type</u>	<u>Efficiency</u>
Natural Gas	45%
L.P. Gas	45%
Fuel Oil	45%
Electric	80%
Steam	
with Gas Fired Boiler	70%
with Oil Fired Boiler	70%
with Coal Fired Boiler	70%
with Electric Boiler	90%

Washer/Extractors

⁴Water heating and clothes drying fuel costs must be expressed in \$/Million Btus. To convert fuel costs from standard pricing units to \$/Million Btus, use the table below.

Fuel	Common Pricing Unit(s)		Conversion Factor		\$/Million Btu
Electricity	¢/kwh	x	2.930	=	\$/Million Btu
Coal	\$/Ton	x	.0493	=	\$/Million Btu
Gasoline	\$/Gal	x	8.003	=	\$/Million Btu
#2 Fuel Oil	\$/Gal	x	7.210	=	\$/Million Btu
#6 Fuel Oil	\$/Gal	x	6.680	=	\$/Million Btu
L.P.G.	\$/Gal	x	10.471	=	\$/Million Btu
Natural Gas	¢/ccf	x	.097	=	\$/Million Btu
Steam	\$/1000#	x	.847	=	\$/Million Btu
	¢/Gal of condensate	x	1.017	=	\$/Million Btu

If steam driers or steam hot water heaters are used and the cost of steam is unknown, the steam cost should be taken to be the weighted average cost of the fuels used to produce steam.

⁵Weekly laundry to be washed should be the amount of laundry the user expects the new washer/extractor to wash in a week.

⁶Escalation factors for different fuel types are given below.

Fuel	Escalation Factor
Coal	15
Fuel Oil	86.2
Natural Gas	86.2
L.P. Gas	52.4
Electricity	21.8

We strongly recommend that purchasers require that all vendor supplied data be verified in writing by a manufacturer's technical representative. This should eliminate any confusion which can result if salespeople are wholly responsible for the data.

The life cycle cost for all units being considered should be calculated. The unit with the lowest life cycle cost should be purchased.

LIFE CYCLE COST TECHNIQUE FOR DOMESTIC CLOTHES WASHERS

<u>Data</u>	<u>Units</u>	<u>Source</u>
Purchase Price	Dollars	Vendor
Total Weighted Per-cycle Water Heating Energy Use ¹	kwh	Vendor
Cylinder Volume ¹	ft ³	Vendor
Electric Use per Load ¹	kwh	Vendor
Moisture Retention After Spin ²	Percent	Vendor
Hot Water Heating Efficiency	Percent	Estimate ³
Cost of Fuel Used to Heat Water	\$/Mil Btu ⁴	Fuel Supplier
Cost of Fuel Used to Dry Clothes	\$/Mil Btu ⁴	Fuel Supplier
Cost of Electricity	¢/kwh	Power Bill or Power Company
Cost of Water	\$/1000 Gal.	Water Company
Weekly Laundry to be Washed ⁵	Pounds	Purchaser
Escalation Factor for Water Heating Fuel	---	Footnote (6)
Escalation Factor for Clothes Drying Fuel	---	Footnote (6)

1) Basket Capacity (BC)

$$BC = \text{Cylinder Volume} \times 5.6 \text{ lbs/ft}^3 \quad BC = \underline{\hspace{2cm}} \text{ lbs}$$

2) Loads per Week (LW)

$$LW = \frac{\text{Weekly Laundry to be Washed}}{BC} \quad LW = \underline{\hspace{2cm}}$$

3) Energy to Heat Water per Load (HE)

$$HE = \text{Total Weighted Per-cycle Water Heating Energy Use} \\ \times 3413 \text{ Btu/kwh} \div \text{Hot Water Heating Efficiency}/100 \quad HE = \underline{\hspace{2cm}} \text{ Btu}$$

4) Energy to Dry Clothes per Load (DE)

$$DE = BC \times \frac{\text{Moisture Retention}}{100} \times 2500 \text{ Btu/lbs} \quad DE = \underline{\hspace{2cm}} \text{ Btu}$$

5) Water Heating Cost over the Machine's Life (WHC)

$$WHC = HE \times LW \times 52 \text{ weeks} \times \text{Cost of Fuel Used to Heat Water} \\ \times \text{Escalation Factor for Water Heating Fuel} \\ \div 1,000,000 \text{ Btu/Mil. Btu} \quad WHC = \underline{\hspace{2cm}} \$$$

Domestic Clothes Washers

6) Cost to Dry Clothes over the Machine's Life (DC)

$$DC = DE \times LW \times 52 \text{ weeks} \times \text{Cost of Fuel Used to Dry Clothes} \\ \times \text{Escalation Factor for Clothes Drying Fuel} \\ \div 1,000,000 \text{ Btu/Mil. Btu}$$

DC = _____ \$

7) Electric Cost over the Machine's Life (EC)

$$EC = \text{Electric Use per Load} \times LW \times 52 \text{ weeks} \times \text{Cost of} \\ \text{Electricity} \times 12.7 \div 100 \text{ ¢/\$}$$

EC = _____ \$

8) Water Cost over the Machine's Life (WC)

$$WC = \frac{\text{Water Used per Load} \times LW \times 52 \text{ weeks} \times \text{Water Cost} \times 9.56}{1000}$$

WC = _____ \$

9) Life Cycle Cost (LCC)

$$LCC = \text{Purchase Price} + \text{WHC} + \text{DC} + \text{EC} + \text{WC}$$

LCC = _____ \$

NOTES:

¹Total weighted per-cycle water heating energy use, cylinder volume, and electric use per load shall be measured per test procedures and conditions as outlined and defined by the Department of Energy, Part 430 - Energy Conservation Program for Appliances, Test Procedures for Clothes Washers, as reported in the Federal Register, Volume 42, No. 188 - Wednesday, September 28, 1977, beginning page 49802.

²Percent moisture retention after the spin shall be based on a full load of 100% cotton muslin sheets. Though this is not a typical load, it is a load which can be duplicated with reasonable precision.

³If the efficiency of the hot water heater is known, that figure should be used. If it is not known, the typical efficiencies listed below can be used.

<u>Hot Water Heater Type</u>	<u>Efficiency</u>
Natural Gas	45%
L.P. Gas	45%
Fuel Oil	45%
Electric	80%
Steam	
with Gas Fired Boiler	70%
with Oil Fired Boiler	70%
with Coal Fired Boiler	70%
with Electric Boiler	90%

Domestic Clothes Washers

⁴Water heating and clothes drying fuel costs must be expressed in \$/Million Btu. To convert fuel costs from standard pricing units to \$/Million Btu, use the table below.

Fuel	Common Pricing Unit(s)		Conversion Factor		\$/Million Btu
Electricity	¢/kwh	x	2.930	=	\$/Million Btu
Coal	\$/Ton	x	.0493	=	\$/Million Btu
Gasoline	\$/Gal	x	8.003	=	\$/Million Btu
#2 Fuel Oil	\$/Gal	x	7.210	=	\$/Million Btu
#6 Fuel Oil	\$/Gal	x	6.680	=	\$/Million Btu
L.P.G.	\$/Gal	x	10.471	=	\$/Million Btu
Natural Gas	¢/ccf	x	.097	=	\$/Million Btu
Steam	\$/1000#	x	.847	=	\$/Million Btu
	¢/Gal. Condensate	x	1.017	=	\$/Million Btu

If steam driers or steam hot water heaters are used and the cost of steam is unknown, the steam cost should be taken to be the weighted average cost of the fuels used to produce steam.

⁵Weekly laundry to be washed should be the amount of laundry the user expects the new washer to wash in a week (a typical load is about 18 pounds).

⁶Escalation factors for different fuel types are given below. These escalation factors are based on an expected 10% per year increase in coal prices, a 30% per year increase in fuel oil prices, a 30% per year increase in natural gas rates, a 25% per year increase in L.P. gas prices, a 15% per year increase in electric rates, and a minimum return on investment of 10% per year, over an expected life of 10 years.

Fuel	Escalation Factor
Coal	10
Fuel Oil	28.9
Natural Gas	28.9
L.P. Gas	21.5
Electricity	12.7

The number 12.7 in the electric cost equation is the electric escalation factor. It represents an expected 15% per year increase in electric rates and a minimum return on investment of 10%, over an expected life of 10 years.

Domestic Clothes Washers

The number 9.56 in the water cost equation represents an expected 9% per year increase in water rates and a minimum return on investment of 10%, over an expected life of 10 years.

We strongly recommend that purchasers require that the moisture retention after spin data be verified in writing by a manufacturer's technical representative. This should eliminate any confusion which can result if salespeople are wholly responsible for the data.

This formula cannot be used to compare domestic washers to commercial washer/extractors. If a purchaser wishes to compare domestic and commercial units the technique for commercial washer/extractors should be used for all the units, but the domestic washer purchase price should be multiplied by 1.5 to take into account the longer life expectancy of commercial units.

The life cycle cost of all the units being considered should be calculated. The unit with the lowest life cycle cost should be purchased.

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