

TOP-REFILL System Case Study

More and more auto shops are replacing disposable aerosol cans with cost effective and environmentally friendly TOP-REFILL spray cans

Here are some comments from shops already using the TOP-REFILL system for brake clean or other chemicals.

Cost Savings

“We reduced our aerosol product costs by over 50 percent for the same brake cleaner by switching to TOP-REFILL spray cans. “

Ease of Use

“With the new TOP-REFILL system, the technicians can refill their cans on the refill station, fully automatically and in seconds. ”

Preferred by Technicians

“Our technicians find the TOP-REFILL spray cans easier to use than aerosol cans because the cans give a more predictable shot of product in any position . They are sturdy, high quality and can be refilled over and over again .”

Metro Chevrolet is continually improving its cost base by examining supplier arrangements and working procedures. Although they had already switched their aerosol supplier once in recent years to save costs, the TOP-REFILL spray can system opened up new savings potential. By buying brake cleaner in 55 gallon drums, they were able to save over \$2000 in the first year. The dealer principle says, “We decided to pay for the cans and refill station up front so we are free to shop around on the market for the best deal on brake cleaner instead of being locked into a longer term supply contract. Our break even on the new TOP-REFILL equipment came already after 7 months.”

“TOP-REFILL is the only system we found on the market, that fully automatically refills the cans. The technicians just takes the nozzle off their can, put it in the refill station and hold down the lever while the machine depressurizes, refills and re-pressurizes the can, all within a few seconds and always with the correct regulated amounts of product and air pressure” says the Senior Service manager at Metro. “With the TOP-REFILL system, the refill process is not only fast and easy, it is also fully regulated within the system mechanic and gives a consistent, high quality spray result time after time.”

Before	Metro Chevrolet
Technicians	15
Service Bays	16
Aerosol cans per year (brake cleaner)	1690
Can Size	14 oz.
Price per can	\$2.25
Equivalent product cost per gallon	\$20.57
After	
TOP-REFILL cans (Refillable, 400 ml)	15
Total cost for refillable cans and one refill station	\$1.214,25
Bulk container of choice	55 gal. drum
Price per bulk container	\$495
Bulk product cost per gallon (brake cleaner)	\$9.00
Savings per year (product cost)	\$2.138,76
Payback period	7 months
Equivalent cost per can	\$1.12

Midlakes Toyota was looking for a way to reduce waste and cut annual costs for brake cleaner. Switching to a cheaper aerosol supplier appeared at first to save costs on paper. But on further investigation, staying with disposable aerosols would not solve the waste problem and, even further, an in-house test showed that the technicians would need to use more of the cheaper brake cleaner to achieve the same results.

The answer was switching to refillable TOP-REFILL spray cans and buying brake cleaner in bulk. The same brake cleaner cost almost half as much as in the disposable 14oz. cans. The brake cleaner supplier provided the refill station free of charge and the shop paid for the 16 cans, which was is not an issue. “We want the technicians to take responsibility for their equipment and that includes the TOP-REFILL can.”

The idea of using refillable cans for chemicals like brake cleaner is not new, but shops often have to switch back to disposable aerosols because the refill process is not practical enough and the acceptance amongst the technicians is low. The owner reports, “We tried refillable cans a few years ago and had to give it up because the refill procedure was slow and impractical and the technicians were frustrated. They had to take the cap off of the refillable can, fill the product manually and then reassemble the can before re-pressurizing with shop air. The product cost savings were wiped out by the extra time wasted with this complicated refill process.” The success of the refillable spray can system depends on a quick and easy refill procedure. “With the new TOP-REFILL system, the technicians can refill their cans on the refill station, fully automatically and in seconds. Our technicians are happy and we are saving money.”

For the **Public Fleet Management** in large east coast city, it was environmental considerations that initiated the switch to refillable spray cans. The community had started an initiative on environmental consciousness and asked all their organizational units to make suggestions for improvements. With the TOP-REFILL spray can system for brake cleaner, the fleet managers were able to substantially reduce hazardous waste and at the same time reduce costs. According to the head of the community’s Green Initiative Program, “We had originally set aside a budget to finance the best environmental improvement ideas, but the switch to refillable spray cans at fleet management not only paid for itself, it generated extra cost savings for the community. This is a double benefit for the environment and for the community’s ongoing budget management efforts.”

“Because of the volume of brake cleaner that we order, the supplier provided us with the equipment free of charge in exchange for minimum order commitment. A win-win situation, since the shop is getting a better product and saving money at the same time, while the supplier has a large customer with a reliable volume commitment. For storage and space reasons, we decided to go with the 5 gallon pail and 2 refill stations instead of a 55 gallon drum. This optimizes our working procedures on the shop floor.”

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Before	Midlakes Toyota
Technicians	16
Service Bays	20
Aerosol cans per year (brake cleaner)	1460
Can Size	14 oz.
Price per can	\$2.55
Equivalent product cost per gallon	\$23.34
After	
TOP-REFILL cans (Refillable 13.5 oz)	16
Total cost for refillable cans and one refill station	\$479.20
Bulk container of choice	55 gal. drum
Price per bulk container	\$595
Bulk product cost per gallon (brake cleaner)	\$10.82
Savings per year (product cost)	\$1,995.47
Payback period	3 months
Equivalent cost per can	\$1.22

Before	Public Fleet Management
Technicians	20
Service Bays	18
Aerosol cans per year (brake cleaner)	1900
Can Size	19 oz.
Price per can	\$3.25
Equivalent product cost per gallon	\$21.89
After	
TOP-REFILL cans (Refillable, 400 ml)	18
Total cost for refillable cans and one refill station	Free for purchasing bulk product
Bulk container of choice	5 gal. pail
Price per bulk container	\$85.50
Bulk product cost per gallon (brake cleaner)	\$17.10
Savings per year (product cost)	\$1,352.27
Payback period	Immediate
Equivalent cost per can	\$1.80