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C H O I C E H O T E L S I N T E R N A T I O N A L

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Cutting Your Labor & Utilities Cost with "SOFT-MOUNT" WASHER EXTRACTORS



By *Chris Owens*
Director, Construction and Building Materials Strategic Partnerships Choice Hotels International

Are ever increasing labor and utility costs impacting your laundry operation? Does the downtime and mess associated with installing new equipment sound like more hassle than it's worth? Do dryer bottlenecks cost you efficiency and valuable space? If you answered yes to any of these questions, then it is time to talk "soft-mount," free-standing washer extractors.

EASIER TO INSTALL Many manufacturers are now offering soft-mount washer-extractors. Initially, the costs of these units were slightly more expensive than their "hard-mount" counterparts. However, due to their free-standing design, installation can be easier and less expensive. Trying to fit new machines into an old laundry facility often presents problems, according to Mike Floyd, executive vice president of **Continental Girbau, Inc.**, especially if concrete pads are required. Unlike hard-mount machines that must be bolted down to thick re-bar reinforced concrete foundations, soft-mount machines are free standing and are

designed to absorb the vibration. Therefore, there is no dust, no mess, and no ongoing maintenance concerns relating to anchor bolts. Plus, they can be moved in and out easily when they need to be replaced.

SAVINGS: Lower installation cost.

"G-FORCE" - THE NAME OF THE GAME

Soft-mount machines have an internal suspension system that allows them to reach extremely high G-force extraction speeds—up to 387 G-force in some models. According to Floyd, most of the moisture is removed from fabrics upon completion of the wash cycle. In comparison, washers with slower extractor speeds (between 85-230G's), can leave a significantly greater amount of water in fabric. Linens come out drier with soft-mount washers, minimizing dry time and saving significantly on your labor and gas expenses. In addition, by reducing drying time, mechanical action and high temperature exposure time is reduced resulting in less linen damage and therefore prolonged linen life. **SAVINGS: Lower operating cost and longer linen life!**

EXTRA AMENITIES WITHOUT EXTRA COST

The use of 100 percent cotton or poly-cotton blend linens is one way many hotels have distinguished themselves in an ever-increasing competitive market. Natural fabric fibers last longer and are an amenity enjoyed by customers, but have been met with some reluctance due to the added cost of ironing equipment and increased labor cost. Using high performance, soft-mount washer extractors reduce these concerns because it can eliminate the need for a tumbler dryer. Because the linen comes out drier, it can be directly transferred to a flatwork ironer.

By transferring linen directly to the ironer after extraction, production time is reduced by up to 40 percent. With labor accounting for up to 60 percent of the costs associated with operating an on-premise laundry, that savings is extremely significant.

PROGRAMMABLE OR NOT PROGRAMMABLE? THAT IS THE QUESTION

Like the hard-mount machines, most soft-mount designs also include some type of programmable control, enabling laundry managers to customize water temperature, cycle time and more. A highly programmable control – one that allows for selection of water level and temperature, and timing of chemical injection – is an important feature. It allows for programming the machine to customize cleaning for particular items, such as linens, bedspreads, towels, etc. The machines are programmed to use the proper combination of mechanical action, chemistry (cleaning agents), cycle time and water for the type of load being washed.

Good equipment and careful planning can result in a more cost-effective approach to quality laundry service for your hotel. It is important to do your research in the beginning to ensure that you are getting the right system for your hotel needs. Each system, whether it is a hard-mount or a soft-mount, will only work if you take full advantage of all of their operating features and benefits. That's why it is important to know all of the facts when making your next laundry purchasing decision.

How May We Help You?

Contact Continental Girbau at

(800) 256-1073.

Visit www.ChoiceBuys.com.

We're done...



they're still digging.

At Continental, we think your time and resources are better spent without the downtime and mess created when installing new hard-mount laundry equipment. That is why we've developed the Pro-Series™ line of high performance, free-standing washer-extractors. They allow you to achieve high speed extraction—up to 387 G's on some models—without the thick re-bar reinforced concrete and fill dirt that hard-mount machines require for installation. Plus, Pro-Series™ washers can be ready for operation the same day. Hard-mount washers may not be ready for operation for up to 28 days* due to concrete curing.

Same day operation is possible due to the suspension system and dual frame design



that absorbs up to 95% of the machine's vibration during extract. This eliminates the concrete foundation requirements and enable them to reach G-force extraction speeds almost four times greater than many standard hard-mount washers. The result is a machine that can improve your laundry room productivity through reduced dry time, operating time, utility consumption and labor expense.

In addition, Pro-Series™ washer-extractors can be installed in many unconventional locations, including areas with wood and tile floors and above ground-level laundries, and they can be moved with zero impact on the existing space. There are no permanent concrete pads and bolts to remove from the floor when remodeling or expanding your laundry facility. Pro-Series™ washer-extractors are the key to maximizing your laundry's productivity and operation efficiency!

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*According to ASTM C-39, the amount of time required for standard concrete to cure to average strength is 28 days.

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