## **38 Industry Information**



## Washing machines

| Lowest priced unit:                                | 50-lb.<br>capacity<br>\$8,838     | 100-lb.<br>capacity<br>\$16,567 | Mid-range p | riced unit: | 50-lb.<br>capacity<br>\$10,487   | 100-lb.<br>capacity<br>\$18,560        | H                  | lighest              | priced unit:                   | 50-lb.<br>capacity<br>\$12,714 | 100-lb.<br>capacity<br>\$20,586 |
|--|-----------------------------------|---------------------------------|-------------|-------------|----------------------------------|--|--------------------|----------------------|--------------------------------|--------------------------------|---------------------------------|
| Pricing Trends                                     | 2014-20                           | 015: +3%                        | to +4%      | 201         | 5-2016:                          | +2 to +59                              | %                  |                      | 2016-2                         | 017: +3%                       | to +5%                          |
|  |                                   |                                 |             |             |                                  |  |                    |                      |                                |                                |                                 |
| Typical delive                                     | -                                 |                                 | ks          |             |                                  | ard war                                | ran                | ty:                  |                                |                                |                                 |
| Typical delive<br>Typical delive<br>Varies by vend | ry charge                         | S:                              | ks          |             | 3 to 5                           |  |                    | -                    |                                |                                |                                 |
| Typical delive                                     | e <b>ry charge</b><br>or and loca | <b>s:</b><br>ation              | ks          |             | 3 to 5<br><b>Exten</b>           | years<br><b>ded war</b> i              | ran                | ty:                  | is for part                    | S                              |                                 |
| <b>Typical delive</b><br>Varies by vend            | e <b>ry charge</b><br>or and loca | <b>s:</b><br>ation              | ks          |             | 3 to 5<br><b>Exten</b><br>Dealer | years<br><b>ded war</b> i<br>r may off | <b>ran</b><br>er c | <b>ty:</b><br>option | is for part<br><b>costs pe</b> |                                |                                 |

## **Buyers Notes**

- The trend of providers buying washing machines capable of high-speed extraction is expected to continue. Benefits include decreased drying times and saved labor dollars.
- "Right-sizing" laundry equipment determining how many hours the equipment will run each day, and the number of and types of linens laundered — can help determine whether larger or smaller equipment size is the best fit for a facility, and ensure a smoother, more efficient laundry operation.

"What we were most interested in was how quickly we could process loads. And, of course, dependability of the vendor. You don't want any down time if something breaks, not even a day. The vendor should be very dependable, and very responsive."

— Paul Pridmore, MBA, NHA, CRCFA, Administrator, The Clinton Presbyterian Community, Clinton, SC

(Figures cited are averages of all respondents' answers. Actual pricing will vary due to volume, bundling and other factors of a purchase.)

Sources: LaundryLux, Maytag, P&G Professional, Pellerin Milnor, UniMac

For a list of vendors go to the: EQUIPMENT section, pages 90-91