

Washing machines



Photo: UniMac

Snapshot

	50-LB. CAPACITY	100-LB. CAPACITY
Highest priced unit:	\$18,000	\$32,000
Average priced unit:	\$11,000	\$21,000
Lowest priced unit:	\$8,000	\$19,000

Pricing Trends

2007-2008: +3%

2008-2009: +1% to +5%

2010 projection: +1%

Typical delivery time: Varies from a week to 6 weeks

Typical delivery charges: Varies by location

Average life span of product: 15 to 20 years

Percent vendor installed: Varies from less than 5% to nearly 100%

Standard warranty: 3 years on parts

Extended warranty: Varies by dealer

Average maintenance cost per year: About \$300

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

Source: Alliance Laundry Systems/UniMac, Maytag, Pellerin Milnor

FROM THE FRONT LINES:

"[With a] good washing machine, the temperature is not too hot. [It also has] the ability to teach workers—if it's white, use the Clorox. [I like one that is] easy to use for the workers, easy to understand."

Aida Sikora, Director of Nursing, Covenant Place, Sumter, SC

Buyer Notes

- Manufacturers are developing more energy-efficient washing machines, reducing the use of water and energy.
- Companies are making washers with smaller frames so they fit in tighter spaces. Washers are also available with programmable water levels, sophisticated chemical injection systems and easy-to-operate controls.
- New washers also have higher extraction (G-force) speeds to cut drying time and to help save on labor and energy costs. While a heavy percentage of all-cotton goods would justify higher extract rates, a majority mix of blended goods would justify lower-extract washers.
- Buyer beware: Companies make a variety of claims when it comes to saving water and energy. Shoppers should do their own research to make sure the claims are true.

**For a list of vendors go to the:
EQUIPMENT section, pages 83-103**