



Photo: Pellerin Milnor

Washing machines

Snapshot

	60-lb. capacity	100-lb. capacity		60-lb. capacity	100-lb. capacity		60-lb. capacity	100-lb. capacity
Lowest priced unit:	\$11,866	\$20,412	Mid-range priced unit:	\$13,825	\$22,468	Highest priced unit:	\$22,040	\$25,255

Typical delivery time: 3 to 4 weeks

Typical delivery charges:

Ask: Installation fees may be included

Average life span of product:

12 to 16 years

Means of installation:

Most vendors install, but not always

Standard warranty:

1 to 3 years (parts covered vary)

Extended warranty: Up to 5 years — for key components

Average maintenance costs per year: \$350, often due to pump replacements

Buyers Notes

- If you believe longevity in the market equates to quality and/or success, you should have little trouble finding a firm for you in this sector. There are some real veterans.
- Bring details of your entire laundry operation when you go shopping and want to discuss needs with a facility representative. It's important to keep the full process in mind: The goal is to create an efficient laundry process, not necessarily focus on just a machine and its parts and costs. Labor and utility costs both also come into play here.
- Thoroughly investigate how much a vendor is willing to do for its customers. Don't miss out on installation help, and follow-up.

"I suggest providers look for the product's factories. A lot of times you can buy directly from companies. Look at commercial divisions and seek them out to get your pricing and look at the products."

— David Haase, Director of Operations, CSJ Initiatives, Wichita, KS

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

Sources: Continental Girbau, Creative Laundry Solutions/ Scheffres Laundry, Pellerin Milnor, UniMac

**For a list of vendors go to the:
EQUIPMENT section,
pages 67-68**