



Costly Mistakes You MUST AVOID

**When Buying Commercial
Washing Machines**



Introduction

In this guide you'll learn from the steps we've used to help hundreds of Australian businesses to get the most out of their laundry.

This approach has been refined by us over decades to help our customers succeed, we continue to help - generate broad scale operational efficiencies, deliver quality output throughout and deliver best practice across their laundry operation. Importantly these steps are easy and straightforward to follow.

If you're ready to unlock the potential across your laundry - keep reading to discover those costly mistakes to avoid when buying a commercial dryer.



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Mistake

#1

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Bigger machines aren't always better

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Bigger machines aren't always better

The first mistake is thinking that bigger machines are always better. The logic is that if you can fit more laundry in, then you can wash more. Unfortunately, it is not so simple.

Increased tendency to underload

After sorting laundry, it is often the case that you will not have enough items to fill a large machine. Since short turnaround times are always aimed for, the pressure is on to wash the laundry quickly, even if it means the machine is underloaded.

Need to wait for full loads

The alternative is to wait until you have enough to fill the machine. This obviously reduces the efficiency of your laundry because you will have laundry piling up waiting to be washed. Your turnaround times will slow down very quickly and waiting to fill a machine.





Can be less efficient

To have the optimum level of efficiency, a laundry aims to have all of its machines filled at the optimum capacity and running during operational hours. Waiting to accumulate laundry means machines are idle and turnaround times are extended.

Underloading can damage a machine

When washing machines are underloaded, their contents are not evenly distributed around the cylinder. This puts the appliance off balance during the spin cycle and causes excessive vibration. This vibration is transmitted through the machine and causes the cylinder shaft, bearings and frame to wear prematurely.

You don't have a back up

Inevitably, machines will need maintenance and, as they get older, repairs. Any time a machine is offline it reduces laundering capacity and lengthens turnaround times. When you have one large machine and it goes offline, you are no longer operational.

Increased chemical & utilities costs

The higher capacity also means they use more water, so if you are not filling the machines you are pouring money down the drain. These inefficiencies mean that you could be wasting money on chemicals, water & electricity.

Two smaller machines might be better than one large machine.

Mistake

#2

Selecting a hard mount with
an attractive sticker price

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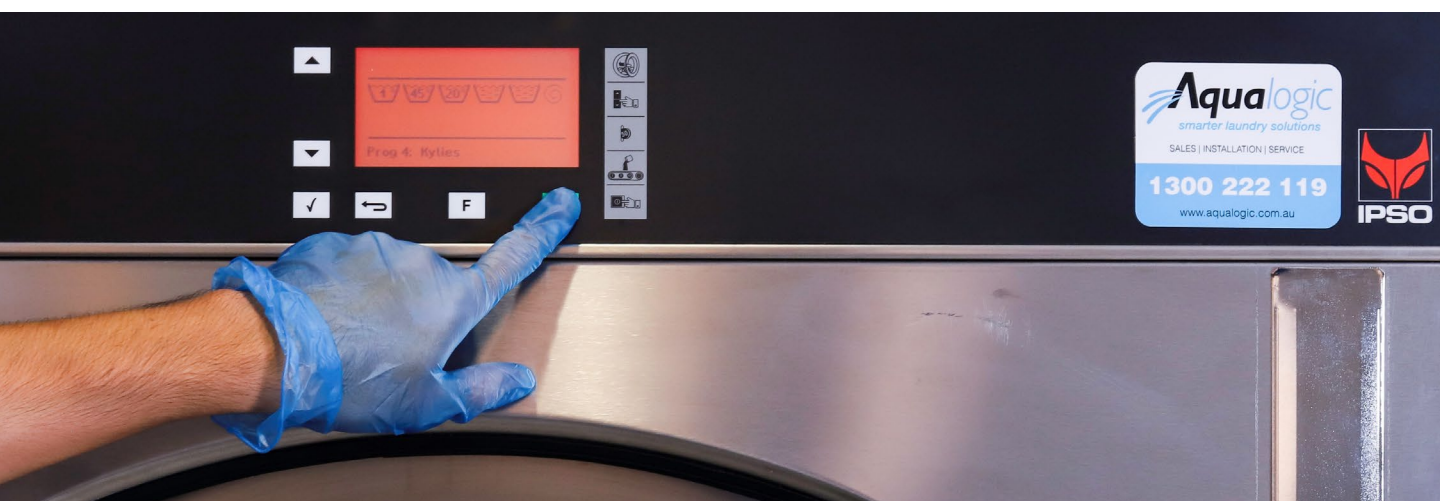
Selecting a hard mount with an attractive sticker price

Hard (or rigid) mount washers do not have springs or shock absorbers so they need to be bolted onto a concrete floor to hold the machine down as it moves and vibrates. Soft mount washers have springs and shock absorbers and the machine is built into a cradle which isolates the drum from the frame of the washer.

While the purchase price of the hard mount machine might be less upfront – you need to consider the overall operational impact of this decision & the total cost of cleaning.

Hard mounts can be harder to install

Because of the massive vibrations hard mount washers produce, they must be bolted down to stabilize them. The concrete floor needs to be thicker than a standard floor so it doesn't crumble from the constant pounding. The installation for hard mount machines can be both more costly, more restrictive, and more time consuming than for soft mounts.





Soft mounts can have a higher G-force

Because soft mount washers have shock absorbers, they can also produce a higher G-force which means they spin at a much higher speed than hard mounts.

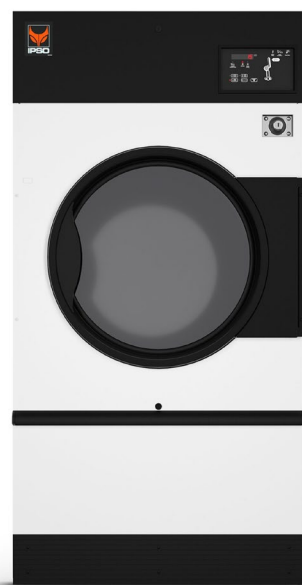
This is a beneficial feature because fabrics will have much less moisture retention. The benefit for a laundry is that fabrics can either go straight from the washer to the ironer, or spend a reduced time in the dryer, which shortens the overall laundering process.

Better Dry Times = Greater Efficiencies

Anything that saves time in a laundry correlates to greater savings. If you can reduce the amount of time fabrics spend in a drier, you are not only reducing the amount of gas and electricity you use, you are also reducing wear and tear on your driers.

Quick payback on additional investment

Even though soft mount washers can be more expensive to purchase initially. Consider the savings made overtime with efficiencies and utilities that can be achieved through the dryer. It wont not take long to recoup that initial investment.



Mistake

#3

Not allowing for adequate utilities
will limit your efficiency

3

Not allowing for adequate utilities will limit your efficiency

When deciding the type and quantity of washers you would like, you must also consider whether your premises is equipped to run all of them. Washers are only effective when they are running, so you need to ensure that your services are adequate to cope with all equipment running at maximum demand.

Power Supply

Do you have the right power supply to your laundry? Do you have enough outlets for each washer? Work with a qualified electrician to ensure your space is setup accordingly.



Water Pressure

You must also ensure your water pressure is adequate and your supply can handle the volume required. You need to ensure they can provide the amount of water required to fill all of your machines at the same time, but also to drain high volumes of water.

Additionally, there needs to be enough pressure for the water to enter all machines at an optimum rate. Washing cycles will be slower if the machine takes longer to fill during the various cycles of its washing programs.

Suitable drainage

Getting adequate water in is one thing, but your drains must also be able to cope with getting a large volume of water out.

Drains should be positioned directly under the machine and trapped foul drains are required as the waste water from washing machines contains chemicals.

Summary

Ensuring your premise is equipped with the required utilities with the required capacity – is a critical step to allow all your equipment to operate at their optimum level of efficiency.



Mistake

#4

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Not Effectively Pairing Your Washer & Dryer

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Not Effectively Pairing Your Washer & Dryer

To help your laundry run efficiently, it is important to 'pair' your washer and dryer. For example, it would be very inefficient to pair a 20kg washer with a 50kg dryer, or vice versa. There are a number of reasons for this.

Leads to inefficient loading

When one appliance has a greater capacity than the other, at least one unit will not be running efficiently. One is always going to be either under- or overloaded. This type of combination means you try to fit more in – which just doesn't work effectively.



Effects of over- and underloading

When a dryer is overloaded it takes longer to dry the contents because they do not move as freely inside. It becomes highly inefficient with the linen taking much longer to dry – if selecting a standard cycle linen may remain slightly damp, leading to further challenges. When a dryer is underloaded you can be wasting precious resources, have inefficient loads and faults can occur from time to time.

An overloaded washer does not launder its contents as effectively and can lead to high levels of rewash. Underloading can put the machine off balance and eventually damage the washer. It can also damage fabrics and waste precious time, utilities and money.

Wasting resources

Apart from wasting gas and electricity resources, running unmatched appliances also wastes time. When one appliance has a higher capacity than the other, bottlenecks occur. Either you have washed laundry piling up waiting to be placed into a dryer, or dryers are waiting for enough laundry to fill them.

Wash & dry time should be close

Ideally, laundry should come straight out of a washer into an awaiting dryer. To do this, wash and dry times should be close. Running your washers and dryers as a pair is the most efficient way to achieve this.



Mistake

#5

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Suitable Location, Design, Flow, Layout
And Space To Operate The Laundry

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Suitable Location, Design, Flow, Layout And Space To Operate The Laundry

To run an efficient laundry, it is not only the machinery that is important. The entire laundering process from beginning to end needs to be carefully considered and the layout needs to create the best workflow, mitigate potential bottle necks, and enable optimum efficiency.

Location

The ideal location for a laundry is the ground floor. This enables ease of deliveries without having to waste time with elevators etc. The laundry room should preferably have at least one external wall to release the exhausts to the atmosphere.

Whatever machinery you are using, you must ensure there is adequate ventilation and you have suitable provisions for make up air supply. Dryers exhaust the hot air they produce, and the air being sucked out of the laundry must be replaced by fresh air.

Structure

Make sure that the access route to the laundry room has sufficient openings to be able to bring in the machines. When you are concentrating on which machines to buy and the general layout, this is a point which can easily be overlooked.



Cross Contamination

The placement of entry and exit doors is also important. To avoid cross contamination, you should have one door for the dirty linen entering the laundry room and another for the clean linen leaving the laundry room. For the same reason, positive air pressure should be used to ensure the air flow goes from the clean area to the dirty area.

There should also be a clear separation between the dirty and clean work areas to avoid cross contamination. The room should ideally be designed so that 1/3 of the space is dedicated for the dirty side and 2/3 for the clean side. The clean side needs more space for folding tables, ironing and storage for dispatch.

Other considerations

You also require

- a dedicated area for chemistries
- dedicated areas for hand wash sinks
- a dedicated area for PPE
- access at the rear of the machines for servicing
- stainless steel shelves and tables

It is also recommended that tables and trolleys are mobile so transporting large quantities of linen can be accomplished easily and manual handling is reduced.

Mistake

#6

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No Programmed Preventative Maintenance



No Programmed Preventative Maintenance

Regular maintenance keeps machines running as they should and increases the life expectancy of assets. Any wear on parts can be detected early before they have a chance to develop and damage the machine, and minor adjustments can be made to reduce costly repairs.

Aging equipment is the number one reason for unplanned downtimes as reported by 50% of maintenance personnel. It is much more cost effective to prevent issues developing than reacting to them when they do. Businesses spend as much as **80% of their time reacting to maintenance issues**

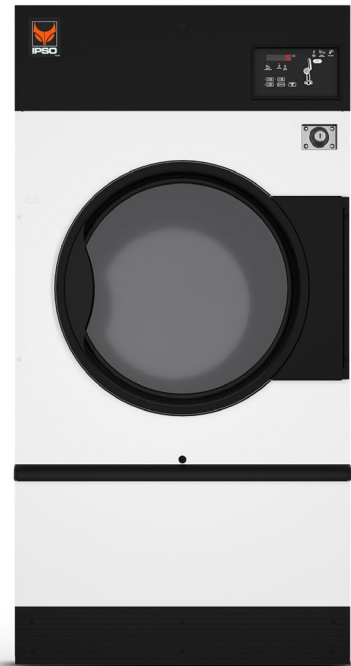
Labour costs can also be reduced by scheduling regular maintenance. It is more economical to have scheduled daytime appointments for maintenance workers than having to pay extra for emergency callouts (perhaps out of hours) to repair breakdowns.



Here is what happens when an asset fails when you don't have a preventative maintenance program:

- Unplanned downtime will cost your business money as it will halt production,
- You may not be able to meet client expectations.
- Employees won't have anything to do.
- You may be paying technical staff overtime for working longer on the failed asset.

It is tempting to have maintenance done only when required in order to save costs. However, this can end up costing you more.



- You will pay a high premium to get parts quickly.
- You may need to hire consultants and seek help from professional technicians to get the asset up and running quickly.
- It may impact your brand image and reputation, especially if you're in the B2C industry.

Mistake

#7

**Operator Training To Support Best
Practise & Continuous Improvement**

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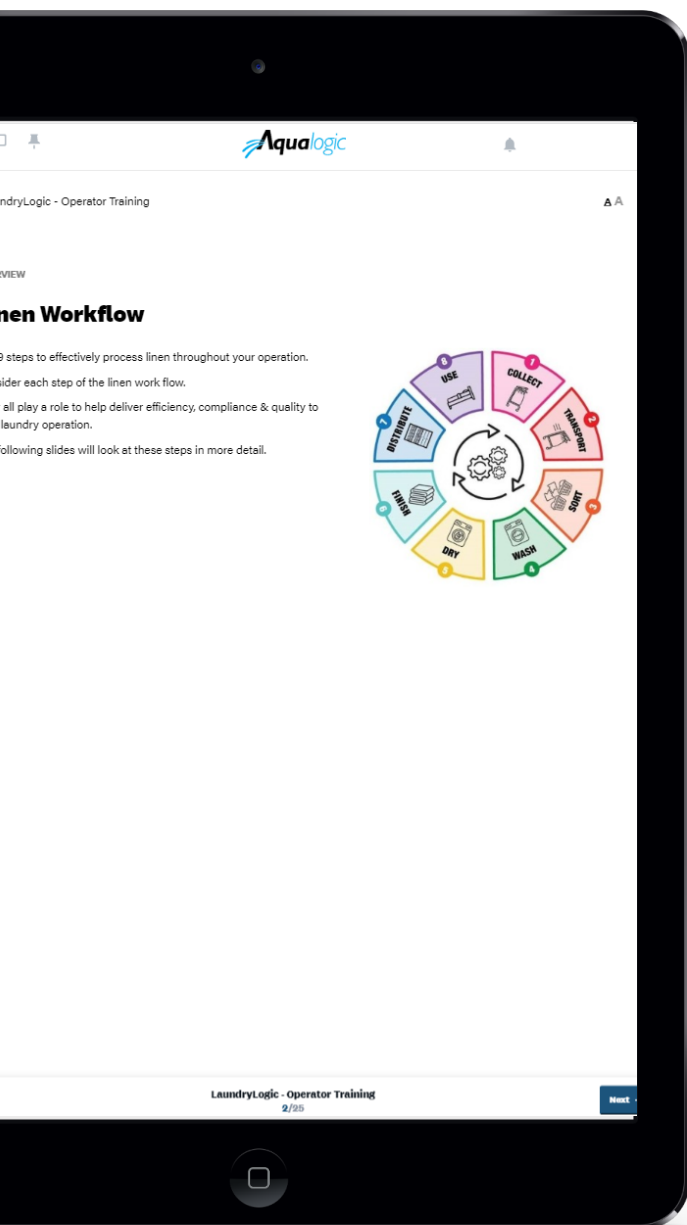
Operator Training to Support Best Practise & Continuous Improvement

No matter how good the products are in your laundry, they rely on operators. Training is pivotal to efficient and effective laundry processing.

Every business should have a training program that clearly teaches staff how things are done. This is crucial for a large operation, so that the various areas work together effectively, but it is just as true for a small operations so things can run smoothly when the manager is away from the laundry.

This training should include best practices, core process descriptions, and the specific methods and standards for how work is to be performed. The training helps to avoid inconsistencies and will give your team a clear direction on how to handle common laundry procedures.

Drive best practise and unlock potential with **LaundryLogic**



**Training should
have clear
guidelines and
teach employees
best practice
Laundry Processing**

Another benefit of an effective training program is that it can demonstrate continuous improvement. When new staff have this training and existing staff maintain their training on a regular basis, it can help you to show to auditing authorities that you have the recommended processes in place and are continuing to work toward best practise.

When you staff are properly trained in all aspects, it allows you to focus on core outcomes for your customers.

Claim Your FREE Consultation

This report helps you to avoid the costly mistakes of sourcing equipment – starting to unlock the potential in your laundry. Here you have a blueprint for what you need to get started. But if you have any questions, or would like our help on discussing any of the above, get in touch today.

Even better, for a limited time we're offering you a consultation where we'll discuss machine selection, technical information, and laundry design for **FREE**.

Please note this is NOT a sales call. You will be speaking with one of our highly experienced Laundry Specialists. If you are ready to kick your Laundry into overdrive and unlock more potential - book your **FREE** consultation call now.

Our Laundry Specialists only have a limited number of slots available for **FREE** consultations each month and they usually fill fast.

BOOK YOUR FREE CONSULTATION NOW

