

## Washing machines

### Snapshot

|                               | 50-lb. Capacity | 100-lb. Capacity |
|-------------------------------|-----------------|------------------|
| <b>Highest priced unit:</b>   | \$12,284        | \$19,890         |
| <b>Mid-range priced unit:</b> | \$10,132        | \$17,932         |
| <b>Lowest priced unit:</b>    | \$8,539         | \$16,007         |

### Pricing Trends

2013-2014: +4%

2014-2015: +3% to +4%

2015-2016: +2% to +5%

Typical delivery time: 2 to 5 weeks

Typical delivery charges: Varies

Average life span of product: 12 to 18 years

Percent vendor installed: Varies, but most are installed

Standard warranty: 3 to 5 years

Extended warranty: Dealer may offer options for parts

Average maintenance cost per year: Varies, but about \$700

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

Sources: Laundrylux, P&G Professional, Pellerin Milnor, Unimac



Photo: Unimac

### FROM THE FRONT LINES:

"When you're buying a washer, you want to be sure it's commercial. I wouldn't let price hang you up because usually your much better products are going to cost you more. You get what you pay for. I like to make sure they have automatic dispensers as well, which help cut costs." Doug Pendergras, President, Convalescent Enterprises Inc., Austin, TX

### Buyer Notes

- To make sure providers are getting the most out of their equipment and laundry system, they should ask service technicians to walk through the dosing levels for each cycle and the cost-per-dose, monitoring the levels over time, one vendor advised.
- A machine that has the ability to measure and report laundry outputs is critical to running a cost-efficient laundry, setting best in-practice benchmarks and saving water.
- Buying soft-mount equipment that doesn't require a special foundation for installation will help save on installation costs.
- Providers should look for washers with higher g-forces, which can increase the extraction rate and reduce drying times, leading to gas and electric savings.

**For a list of vendors go to the EQUIPMENT section, pages 83-84**