

## Dryers

### Snapshot

	75-lb. Capacity	125-lb. Capacity
<b>Highest priced unit:</b>	\$4,445	\$8,313
<b>Average priced unit:</b>	\$3,780	\$7,928
<b>Lowest priced unit:</b>	\$3,325	\$6,965

### Pricing Trends

2012-2013: +5%

2013-2014: +5%

2014-2015: +3% to +4%

**Typical delivery time:** Immediately if in stock; 1 to 3 weeks for new machines

**Typical delivery charges:** Varies dramatically depending on distance

**Average life span of product:** 15 to 20 years

**Percent vendor installed:** Varies

**Standard warranty:** 3 years

**Extended warranty:** Depends on the dealer

**Average maintenance cost per year:** Less than \$750

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

*Sources: American Dryer, Continental Girbau, Laundrylux, Maytag, Pellerin Milnor, Unimac, P&G Professional*



Photo: Laundrylux

### FROM THE FRONT LINES:

“Look at quality, price and how it will fit into the layout. Quality is a huge issue: I want high-performing machines. Vent cleaning is huge, and we do it twice a year. Drainage is also an issue, as it has to be set up properly and not have backwater. It’s also good to ask about energy efficiency, as you want to get a rebate back.”

Mehdi Anvari, National Director of Facilities, Covenant Retirement Communities, Northbrook, IL

### Buyer Notes

- Dryers with a moisture sensor can help reduce gas costs, labor time and linen costs because the sensor decreases the risk of over drying. It also can save employees multiple trips to the dryer to check when laundry is done.
- Consider laundry products that operate in a near-neutral pH laundry system, one vendor says. Such products will keep linen fibers stronger for up to 15% longer and will keep linens clean, soft and pleasant-smelling.
- Providers should know the specific linens their facility handles because it can affect the appropriate type of machine they need to buy.
- Look for distributors you expect will be around for 10 to 15 years so you can be confident about getting replacement products and equipment.

**For a list of vendors go to the: EQUIPMENT section, pages 89-91**