

Washing machines

Snapshot

	50-lb. Capacity	100-lb. Capacity
Highest priced unit:	\$11,830	\$17,550
Average priced unit:	\$9,360	\$15,254
Lowest priced unit:	\$7,540	\$13,694

Pricing Trends

2012-2013: +4%

2013-2014: +4%

2014-2015 +3% to +4%

Typical delivery time: 1 to 3 weeks

Typical delivery charges: Varies

Average life span of product: 10 to 15 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 \$625

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

Sources: Continental Girbau, Laundrylux, Maytag, Unimac, P&G Professional



Photo: Unimac

FROM THE FRONT LINES:

“Price and liability, as well as accessibility, are the main things. There is usually only one distributor. Very often you have to deal with that distributor, and it’s a funny thing: It’s one area where I feel I have no choice. You can end up spending a fortune.”

David Leader, President and CEO, Providence Place Senior Living, Hummelstown, PA

Buyer Notes

- Providers should get a washer with a spray or shower rinse feature rather than a bath rinse, one vendor recommends. The spray rinse uses less water and effectively removes contaminants, dirt and detergent from the water.
- To understand the cost of laundry, providers need to understand that labor is the highest payout, says one vendor. Any investment made in labor costs could bring a huge return.
- A machine with control settings that monitor utilities, costs and events can help manage a more time- and cost-efficient laundry system.
- Washing machines with 300 G-Force are optimum for larger volumes. The high extract speed also will result in gas and electric savings.

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