

Dryers



Photo: Pellerin Milnor

Snapshot

	75-LB. CAPACITY	125-LB. CAPACITY
Highest priced unit:	\$5,500	\$10,200
Average priced unit:	\$4,500	\$9,900
Lowest priced unit:	\$4,300	\$9,500

Pricing Trends

2007-2008: +3%

2008-2009: Flat

2010 projection: +1% to 3%

Typical delivery time: About 4 weeks for new build. Some standard stock units are readily available.

Typical delivery charges: Varies

Average life span of product: 15 years

Percent vendor installed: Varies widely

Standard warranty: 2 years

Extended warranty: Per distributor

Average maintenance cost per year:
Up to \$300

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

Sources: Pellerin Milnor, Alliance Laundry Systems/UniMac, American Dryer, Maytag

FROM THE FRONT LINES:

"Durability is most important in a dryer. The overall quality performance on the resident's clothing [is] number two. If a dryer can do both ladies' silk shirts and Montana men's jeans and have them all look great, that is an accomplishment. Cost, the warranty and the safety features are all important also—especially since the dryer is the top cause of nursing home fires."

Roxana Kotila, Housekeeping/Laundry Director, Parkview Acres Care & Rehab, Kindred Healthcare, Dillon, MT

Buyer Notes

- Dryer manufacturers are paying more attention to efficiency and energy savings in designing their products. A high-efficiency tumbler can result in utility cost savings, which affects the bottom line.
- Besides energy-efficient design, some manufacturers are developing products with improved airflow for shorter drying times. Also, new moisture sensor features measure the dampness of a load to prevent over-drying, which can damage laundry and waste energy.
- Companies also are offering fire suppression systems in their dryers. These can help extinguish dryer fires before they spread.
- More products are ergonomically designed and have easy-to-use controls.

**For a list of vendors go to the:
EQUIPMENT section, pages 83-103**