

Dryers

Snapshot

	75-lb. Capacity	125-lb. Capacity
Highest priced unit:	\$5,600	\$10,500
Average priced unit:	\$4,600	\$1,200
Lowest priced unit:	\$4,400	\$9,700

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.)

Source: UniMac, Pellerin Milnor, Maytag, American Dryer



Photo: Pellerin Milnor

FROM THE FRONT LINES:

"I am constantly looking for products that are not institutional looking. I would be interested in companies that specialize in products with reasonable pricing and help with culture change."

Robin Niles, Administrator, Blumenthal Jewish Nursing & Rehab Center, Greensboro, NC

Buyer Notes

- While energy efficiency is important to look for in a dryer, the speed of the dryer is also important, one vendor said. Labor is the biggest cost in operating the laundry, so the speed of the dryer is an important criterion to consider.
- Dryers are simple in their performance, use and maintenance, a vendor noted. There are factors besides the dryer's operations that go into the purchasing process. How well a company delivers on service is a key selling point. A customer's past experience with a company also factors into the buying decision.
- Technology has improved in dryer systems in recent years. Products have improved airflow for shorter drying times. New moisture sensor features measure the dampness of a load to prevent overdrying. Companies also are offering fire suppression systems in dryers.

**For a list of vendors go to the:
EQUIPMENT section, pages 84, 86**