34 Industry Information



PURCHASING REPORT

Washing machines

Snapshot		
-	50-lb. Capacity	100-lb. Capacity
Highest priced unit:	\$13,688	\$27,000
Average priced unit:	\$9,887	\$21,150
Lowest priced unit:	\$7,194	\$17,375

Pricing Trends

2008-2009: +3% 2009-2010: +3% 2010-2011: +4%

Typical delivery time: Some immediately, roughly 4 weeks for others.

Typical delivery charges: Varies, based on freight

Average life span of product: 10 to 20 years

Percent vendor installed: Varies broadly

Standard warranty: 3 to 5 years

Extended warranty: Depends on dealer. Options exist for parts.

Average maintenance cost per year: About \$260

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

Source: Continental Girbau, Dexter, Maytag, Laundrylux, Pellerin Milnor



FROM THE FRONT LINES:

"The biggest feature I look for when buying a washer is serviceability. Are parts readily available? Is there a 'local' service center that will take care of me when I call? I'm not afraid to ask for references and check with others." Joel Nelson, Maintenance Supervisor, Greenfield, Princeton, IL

Buyer Notes

- Selecting a manufacturer that offers multi-load washerextractors with high G-force is one of the most beneficial things long-term care operators can do to increase efficiency in their laundry areas, one dealer advised.
- If you don't need the more common 50- or 100-lb. capacity machines, some manufacturers offer 60-lb. washers for about \$11,000, or \$15,300 for an 80-lb. capacity washer.
- The life span of a commercial washing machine varies widely based on how well it is maintained and repaired. Operators that conduct routine maintenance checks can greatly increase the longevity of their machines.
- Look for programmable machines with higher extraction rates to shorten dry times.

For a list of vendors go to the: EQUIPMENT section, pages 78-79