32 Industry Information

Washing machines

Snapshot		
	50-lb. Capacity	100-lb. Capacity
Highest priced unit:	\$11,375	\$16,875
Average priced unit:	\$9,000	\$14,667
Lowest priced unit:	\$7,250	\$13,167

Pricing Trends

2011-2012 +4% 2012-2013: +4% 2013-2014: +4%

Typical delivery time: 1-3 weeks

Typical delivery charges: Varies, based on freight

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: Depends on dealer. Options exist 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



FROM THE FRONT LINES:

"Facilities offering various levels of care might have both commercial and residential machines, so it's important to think about infection control practices for both types and train staff accordingly."

Angela Brinkley, Director of Resident Services, St. Catherine's Village, Madison, MS

Buyer Notes

- Providers should get a washer with a spin speed of at least 300 RPM, says one vendor. Once you get over 300 or 330, you reach a point of diminishing returns; only so much water can spin out.
- A machine with controls that allow you to measure laundry outputs is important. The data can help determine the efficiency of the laundry system.
- As a rule of thumb, average maintenance costs are approximately 3% of the total cost of processing linens, which could include both washers and dryers.
- Some machines can be programmed in multiple languages, so facilities with staff who prefer to speak in a language other than English can offer this feature to facilitate work.

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