

Washing machines Snapshot

	50-LB. CAPACITY	100-LB. CAPACITY
Highest priced unit:	\$12,000	\$24,300
Average priced unit:	\$9,750	\$18,830
Lowest priced unit:	\$7,500	\$16,700

PRICING TRENDS

2005-2006: +4%

2006-2007: +5%

2008 projection: +5% to +7%

Typical delivery time: 10 to 20 days

Typical delivery charges: Varies, based on location and needs

Average life span of product: 12 to 15 years

Percent vendor installed: 80% to 90%

Standard warranty: 3 years (parts)

Extended warranty: Via local distributor

Average maintenance cost per year: Varies

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

Sources: Alliance Laundry Systems/UniMac, Automated Laundry, Continental Girbau, Pellerin Milnor

BUYER NOTES

- The soaring price of stainless steel has forced up the cost of laundry machines. Some of the increase has been passed onto the end-user. Manufacturers also have absorbed some.
- There is a trend toward a higher level of washer programmability to deliver greater control of the wash process, and as a result, lower water usage.
- More facilities are buying higher extract machines so there is less moisture in the clothes and, consequently, shorter drying programs. But these machines tend to be more expensive.
- Companies are still evaluating technology that focuses on water reuse. One question is whether the cost of water is high enough to justify using the water-reuse technology. One manufacturer predicted it would be readily available in five years.
- Vendors say they are trying to better educate general managers of laundry room operations. The better the managers' understanding, the better equipped they are to cut costs and improve the profitability of their properties, one manufacturer said.

**For a list of vendors go to the:
EQUIPMENT section, page 93**



Photo: Alliance Laundry Systems/UniMac