

Laundromats: Greener Laundry Solutions





Presented by:

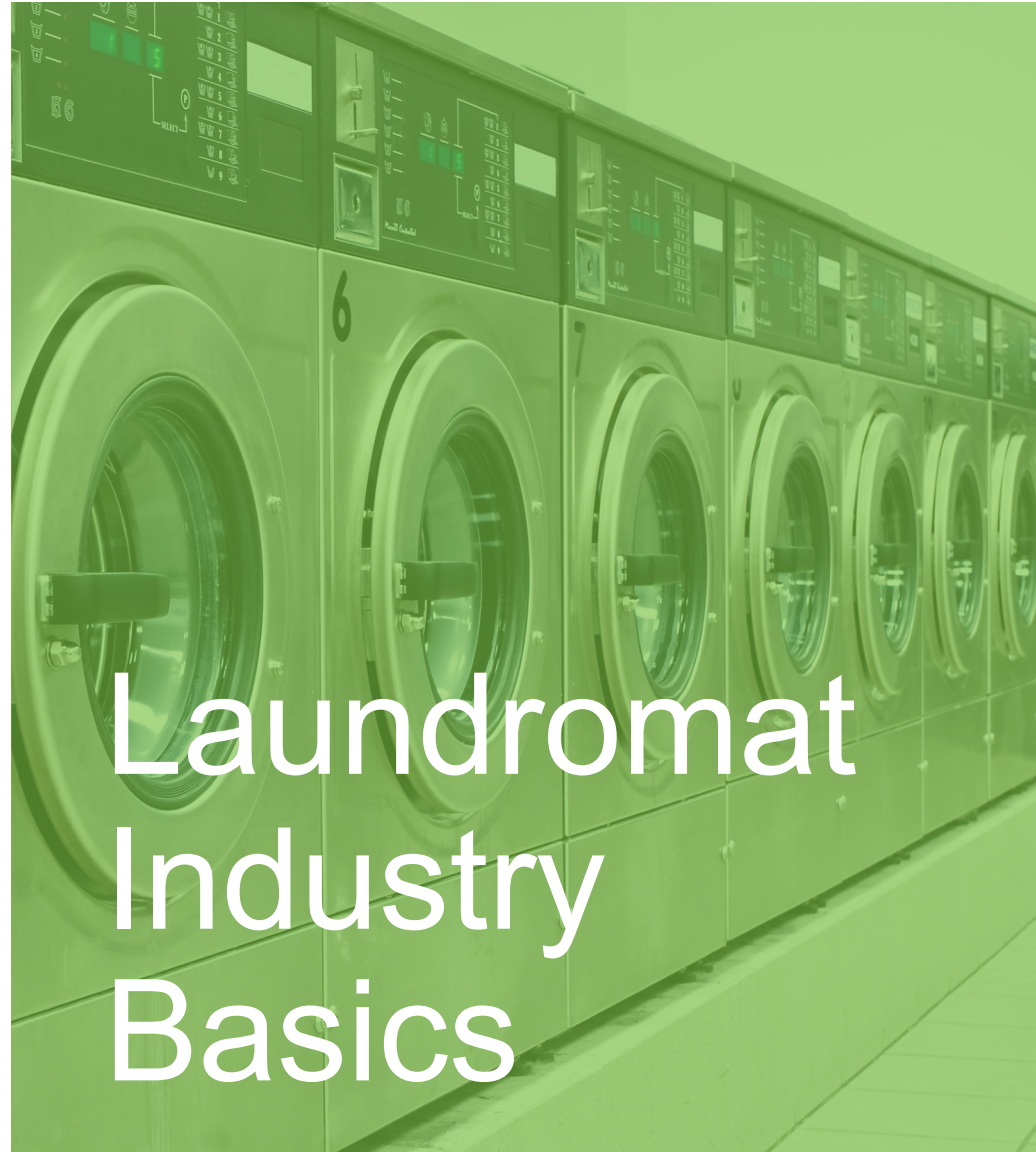
Brian Wallace
President & CEO of the Coin
Laundry Association



- Nearly 29,000 stand alone laundromat stores in the U.S.
- Annual sales volume: \$4 billion+
- Average store size: 2500 sq. ft
- Customer Demographic: Low to middle income renter families; not in a position to afford or access washer or dryer in living space
- 10's of millions of families visit each week



Laundromat Industry Basics



Equipment Innovations Drive Reduced Utility Consumption



- Laundromats provide an **essential** service
- Utilities comprise top operating cost
- Equipment innovations in recent years have driven expense ratios for utilities from **30%+ of gross sales to 15%-20%** for new or updated laundromats
- **Conservation and profitability meet at the laundromat:** the fewer utility resources consumed, the more profitable the laundromat!





- High-Efficiency Washers
- Combined Loads in Larger Capacity Washers
- More Extraction, Less Drying Time ↓ Gas & Electric Use
- High-Efficiency Dryers
- More Utility-Saving Solutions



- Older, less efficient commercial clothes washers can use from 2.0 to 3.0+ gallons of water per pound of clothing washed at the laundromat
- Today's high-efficiency washers use less than 1.0 gallon per pound of clothes washed – some as low as 0.6-0.8 gallon
- Most washers are now set for three bath exchange cycles (fill & drain) rather than the five fill/drain common years ago
- Most current washers control fill temperatures & rinse in cold, reducing hot water consumption
- Inverter/VFD motors now standard in washers cutting electricity use significantly



High-Efficiency Washers

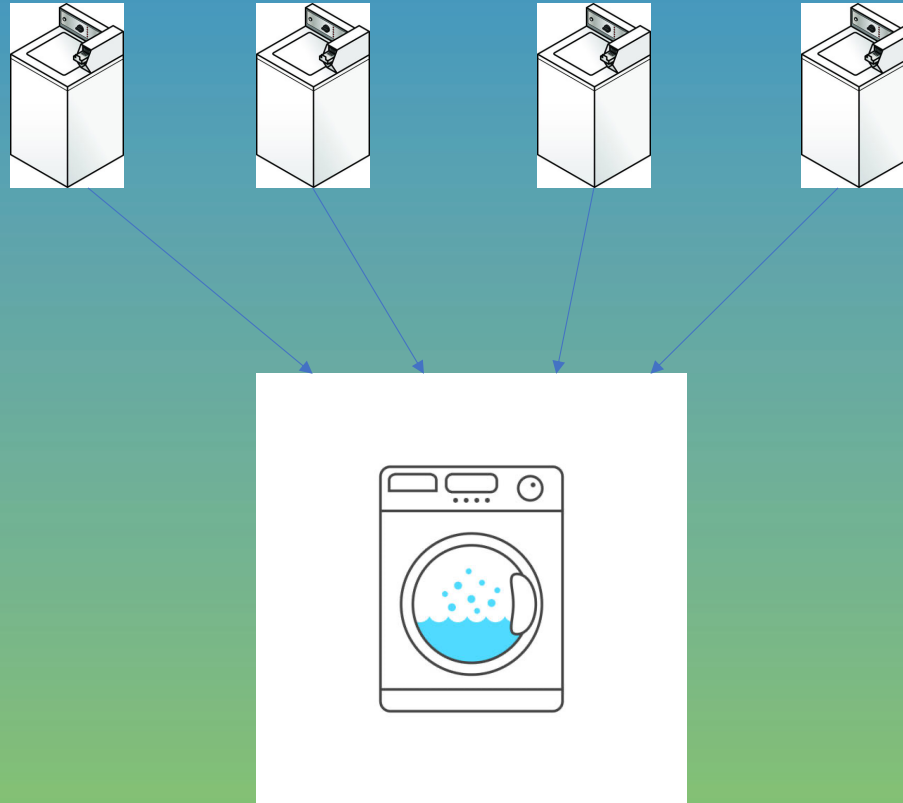




Combined Loads in Larger Capacity Washers


- Laundromats have evolved from featuring single and double-load washers to large capacity washers that can accommodate 4, 6, 8 and even 10-12 loads in a single cycle.
- Consumers have come to prefer these larger washers as both a faster way to tackle big loads but also to save money on vend price.
- This win-win-win scenario benefits low-income consumers, the business owner as well as the environment

Four single-load (10-12#) washers will use more than 100 gallons to wash 40lbs of clothes



A single, 40-lb. capacity commercial washer will use only 32-40 gallons with a better wash results -- and much less detergent used

- The best way to achieve efficiency in the drying process starts at the washer
- Modern commercial washers spin at high speeds using centrifugal force to wring (extract) most of the water out of garments before they head for the dryer
- Old washers will create 80-100 g-force during spin; new washers can climb as high as 400+ g-force which leaves the residual moisture content at a minimum



More Extraction,
Less Drying
Time – Less Gas
& Electricity

High-Efficiency Dryers

- Modern commercial clothes dryers feature innovations in both energy input and air flow to improve efficiency
- Old laundromat dryers rated at 125,000+ Btu's; modern laundromat dryers at 70,000-90,000 Btu's
- Today's dryers also feature axial-flow design which forces air from the back of the drum to the front – giving air best chance to remove maximum moisture in exhaust
- Modern dryers also utilizing inverter/VFD motors to reduce electricity usage



- Ozone installations
- High-efficiency/Tankless Water Heaters
- Auto-injection of detergents/wash chemistry
- Re-lamping with LED to reduce electricity from lighting
- Vending HE detergents



More Utility-Saving Innovations



Laundromats: Greener Laundry Solutions for American Families & Their Personal Laundry Needs



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