



**SPEED QUEEN and CONTINENTAL GIRBAU  
DISTRIBUTORS**

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*“A dollar saved on taxes benefits you and your business directly and a dollar paid for taxes helps our government grow.”*

### **Can you believe the end of the year is almost here?**

We know that many of you look at your laundromat finances towards the end of the year and consider some additional spending to benefit yourself when filing taxes. Whether it is a new coat of paint or some other small improvement which can be made, and fully expensed, or some new equipment which can be depreciated, small improvements to your laundromat **makes more cents for you** and saves on taxes. If one, two or more pieces of new laundry equipment are on your list, then we want to help you keep your cost down by alerting you of a coming price increase.

### **Get your Purchase made before Rising Prices become Effective**

Each year manufacturers raise prices. Both Speed Queen and Continental have announced that they will be raising their prices.

Speed Queen has announced that on December 4, 2015 their increased pricing will be effective. We can turn in orders until 3pm Central Time on December 3<sup>rd</sup> and still receive current pricing. However, if you want to be sure your equipment will be delivered within the 2015 tax year, then it will be best if you get your order in by Thanksgiving. As we will be closed the 24<sup>th</sup> thru 29<sup>th</sup> we suggest you get your order placed by November 23<sup>rd</sup> or early on the 30<sup>th</sup>.

Speed Queen has indicated the increase will be 2-4%.

Continental has intimated a price increase coming on January 1, 2016. Again this increase will be in the 2-4% range, but no further details have been given at this time. For Continental, we would like all orders in by December 21<sup>st</sup> or at the latest on the 22<sup>nd</sup> to ensure processing and handling before the end of the year.

## **Take Advantage of the Disabled Tax Credit**

If you are replacing topload washers with frontload washers, or replacing single pocket tumblers with stack tumblers, either of these two scenarios could mean a tax credit on your 2015 taxes. That means money to improve your laundromat instead of giving it to the government. The credit is 50% of the total purchase and installation costs for up to the first \$10,000 of your purchase. Because you are upgrading machines to make your laundromat more handicap accessible, you are entitled to claim this credit in most tax filing situations. To be sure you can claim this credit, check with your tax advisor. It is claimed by using IRS Form 8826.

## **Considering Equipment Replacement?**

The following URL contains a great article about the benefits of equipment replacement. It contains some firsthand insight by three current multi-store owners who chose to upgrade their equipment and saw many benefits from it. Take time to find out why these owners believe that replacement is a great way to improve customer satisfaction, most importantly, but also to decrease operating costs. They not only improve their customer's experiences, being sure to retain them and attract new customers, but they also have more time for themselves, by reducing downtime and repairs. This article contains some very helpful information to consider that may help you to decide that replacement may not be such a tough decision after all!

<http://www.planetlaundry.com/blogs/dan-bowe/2015/07/28/considering-equipment-replacement>

**CLS&S wants to thank you for your business and for helping us to be successful.  
We wish you an enjoyable upcoming Holiday Season with friends and family!  
Happy Thanksgiving, Merry Christmas, and a Happy New Year!**

**The CLS&S goal remains to provide each of our customers with prompt, efficient, and fair service whether it relates to equipment, parts or service of equipment.**

The CLS&S Team

P.S. - If you have any suggestions on how CLS&S can better serve you, please let us know.