



**SPEED QUEEN and CONTINENTAL GIRBAU
DISTRIBUTORS**

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How to get a greater “net return” from your laundromat:

There are many ways to increase the “net return” from your laundromat, but the biggest tried and true method is **Preventative Maintenance**. Coming from a distributor, you may be asking why we put this ahead of buying new equipment. It is because we believe that preventative maintenance is easier, cheaper and does more to increase the bottom line (unless your existing machines are so old that they are significantly less efficient than new machines.) A lack of regular preventative maintenance will cause your machines to wear out and need to be replaced sooner. The best way to attract or keep existing customers, as well as extending the life of equipment, is to do regular preventative maintenance. This coupled with repairing any down equipment quickly will lessen customer frustrations, whether from mal-functioning machines or seeing “Out of Order” signs. There is probably nothing else, other than a dirty un-kept laundromat that will drive customers away from your laundromat faster.

Replacement of older less efficient machines comes into play when the cost of maintenance, including your valuable time and the extra utility cost of running inefficient machines, exceeds the purchase of new machines when depreciated over a 7 year period or longer. As a general guide, dryers built prior to 2005 and washers built prior to 2009, have been improved upon with much more efficient equipment. By increasing air flow, dryer gas consumption has been decreased significantly. By reducing water consumption and increasing final extraction speeds, washer efficiency has also increased. More recently, Speed Queen has started using “inverter drive” motors in their hard-mount washers, which further reduces electricity costs.

What can CLS&S do to help?

Preventative maintenance and repair: - As a full service distributor, we can provide you with a discounted “block of time” in units of 5, 8 and 20 hours for preventative maintenance or repairs. These “blocks of time” provide a discounted labor rate as well as some further discount on parts used. The blocks of time are good for 12 months, so it is not necessary to use them all at once. Call and ask for details.

Equipment replacement: - Speed Queen has continued its attractive Equipment Replacement Financing offer from the spring, with the first six months being “interest only” for amounts of \$25,000 and more. In addition, for anyone financing more than \$2,500, they are eligible to enter the Art of the Journey Contest. The winner of that contest will have their loan paid off up to \$100,000. Those who are interested, have until Oct. 31st to complete all of the contest requirements. See the enclosed flyer with the details of the finance promotion on one side and information about the contest on the other. We are not recommending that anyone finance equipment just to enter a contest, however, for those that both, need equipment and like contests, it is there.

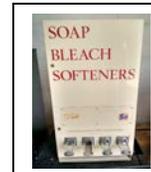
CLS&S is continually looking for ways we can better serve you, our customer. If you have any suggestions or questions, please do not hesitate to contact us.

Other News

- We want to remind you that we now have a new website that is much more user friendly and has many more resources for you than before. Go to www.clsands.com to see what you can learn! All of the brochures for each type of equipment are clickable. There are fillable forms to make it easier to order parts online and even sign up for service. It also has “hot links” to the websites of many of the ancillary products that you need for your laundromat. *Please let us know if there are other things that you would like to see on the website.*

Items For Sale: Call for pricing and availability (*sold on first come basis*)

- 30# vended Stack Dryer (white) x 1
- Used “light blue” Folding Tables with shelf (2’ x 4’) x 2
- Used “light blue” 3-Chair Seating Units x 2
- Used Standard MC100 Changer x 1
- Used Vendrite 4-column soap vender x1



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