

## COMMERCIAL LAUNDRY PLANNING DOCUMENT



## Introduction

### Who we are

Stefab is India's Largest Producer of Industrial Laundry, Dry-Cleaning, Apparel Processing & Finishing Machines with over 11,000 Installations comprising of over 60,000 machines.

For Stefab, it all began in the year 1975. A desire to simply do what no other Indian company had done before: "Make user-friendly, cost-effective, industrial Laundry, Dry-cleaning, Apparel Processing & Steam Finishing machines. At par with world standards, right here in India." Where did this take us? Today, 40,000 square Meters of 'state of the art' manufacturing facilities, computer aided designs and over 400 qualified and experienced workforce, attribute to the high standards of Stefab machines used worldwide.

With over 11,000 major installations, Stefab's quality and expertise continue to remain unmatched. Facts, that have translated into Stefab becoming the largest & most preferred manufacturer from India.

### Vision

#### Deliver Laundry Solutions for all

To be the company that best understands and fulfils the needs of a laundry setup. To produce the most advanced, energy-efficient laundry, Dry-Cleaning, Apparel Processing & Finishing Machines.

### Services

#### Stefab is Proud of the Services it offers

Project designs, layouts, utility economics, feasibility charts are an integral part of our project Consultancy. We provide installation, comprehensive training for operation as well as maintenance contracts.

### Our Dealers

#### Worldwide Dealer Network

Stefab machines are available exclusively through an international network of authorized associates. Our associates work closely with us to satisfy the specific demands of our customers from choosing the right products to installation to hands on training for operation.

### Our Customers

#### Quality to Confidence to a Life-Long Relationship

We build trust with our customers with a motive to give industrial laundry a new face with our diverse and qualified resources.

## Why Choose us?

### Build Quality

Our machines are built to last and they are backed up by the industry's best manufacturing premises & technology. Solid construction from high quality materials is important if you expect long-term use. Comparing us with competitive brands to understand the technological & constructional differences can help to ease out in choosing Stefab as your long-term laundry partner.

### Service & Warranty



Service is one of the most important factors while you choose your laundry equipment partner. With Stefab one can be totally sure of the same. Our Service is backed by our engineers and associates spread nationwide and abroad.

Laundry being a utility, it is always important to have machines which can be maintained quickly, easily & economically. Stefab machines are durable yet giving the utmost advance features to cater to businesses of all types and sizes. We understand breakdowns and it has always been our first priority to address complaints providing quick service and genuine parts to our customers.

Stefab has been a leader in the Industrial laundry equipment industry for over 45 years. We stand behind every machine we produce with comprehensive warranty on all machines, which is by far a better value than what is offered by the competing companies. Stefab's comprehensive warranty plan proves the strength of our machines. Our commitment to producing advanced and reliable machines is braced by our warranty policy.

### Laundry Design



Every segment has its own unique requirements. We have a complete range of laundry machines, which can cater to the needs of businesses of all types and sizes. One can be sure to plan a perfect laundry setup with Stefab.

Hospitality industry all over the world is one of the biggest buyers of laundry machines. In this day and age of extreme competition, the industry has understood the importance of having an on-premises laundry setup. The quality and life of linen is one of the most important factors and this can be achieved by having an in-house laundry.

Stefab provides comprehensive laundry project report that includes layouts with space requirements, machine requirements, utility requirements, cost of machines & operational economics etc.

## Stefab Genuine Parts

It is the precision and quality of the spare parts, which make the machines efficient, durable and successful.

### Original

Laundry is utility and a halt in a need is not a pleasant scenario, therefore we bring to you a platform to choose from the entire range of authentic parts. These parts are the exact same parts that are built into the machines in our factory. There is absolutely no difference between an original & a spare part.

These spare parts are available locally as well and may cost less initially, but they are not engineered specifically for Stefab machines. Often they need to be replaced and can damage other parts and affect the performance of our machines. One has to be careful and it is always best to install authentic parts.

Original Parts are easier to install, their performance is better and they last much longer therefore reducing the maintenance costs and downtimes.

### Quality

The quality of genuine parts cannot be compared to the parts available locally. Stefab has been producing laundry machines for over 40 years. Every component in the machine has the highest level of R&D and technical expertise behind it.

### Extensive Warranty

Stefab's genuine parts offer a complete one-year warranty & on the other hand, local parts have not more than 30-60 day warranty. Our service engineers and distributors are fully trained on the installation of the replacement parts. Our customers can have complete assurance on the performance of the machines upon implementation of original service & spares.

### Online Portal

Stefab's spares are available on an exclusive online portal. All Stefab customers can create their individual profiles and manage their setup with a click of a button. This system ensures 100% authenticity in spares & service quality, enhancing the life of the machines.

## Certifications



## What should you look for in a washer-extractor?

### Ease of operation



The washer-extractor you select should have easy & automatic controls that make operation simple and free the operator to handle other tasks. With Stefab's advance computer display (ST9), the operator simply chooses the program as per the type of Load, then pushes a button. Programs on the alpha-numeric display can be named to match items, making selection easy. Because so little judgment is required, new employees get the understanding quickly. Substitute employees can take over with ease, as well.

### Operational Quality

Washing flexibility should not be sacrificed for operational simplicity. Only a commercial washer-extractor, with professional tumble washing action, can properly clean stained linen. Stefab's Three-Beater with a large basket diameter design enhances the tumbling action, therefore increasing the level of cleaning, thus providing the lift & drop action necessary to clean hard-to-laundry items. When comparing machines, compare actual cylinder dimensions along with the door size. A bigger door is always beneficial for easy loading & unloading.

Also, look for microprocessor controls which give a greater range of processing choices as well as more accurate control over how the load is processed. The pre-programmed formulas in Stefab machines were developed specifically for the needs of healthcare facilities. They are not standard formulas. The formulas differ in number, type, time & temperature of cycles, as well as detergent supply injection. By pushing a few buttons, these formulas can be adjusted for different types of loads.

### Solid Construction

Strong construction from top quality materials is important if you expect long-term use. Check competitive brands to see if their construction stands up to Stefab specifications. Compare specification charts; there can be a big difference in quality.

Stefab machines stand apart from others with features like:

- Large, tapered roller bearings and a triple shaft seal to shield the bearings from water.
- The simplicity and dependability of heavy duty, single-speed motors.
- Pre-extract load balancing speed to reduce vibration and extend machine life.

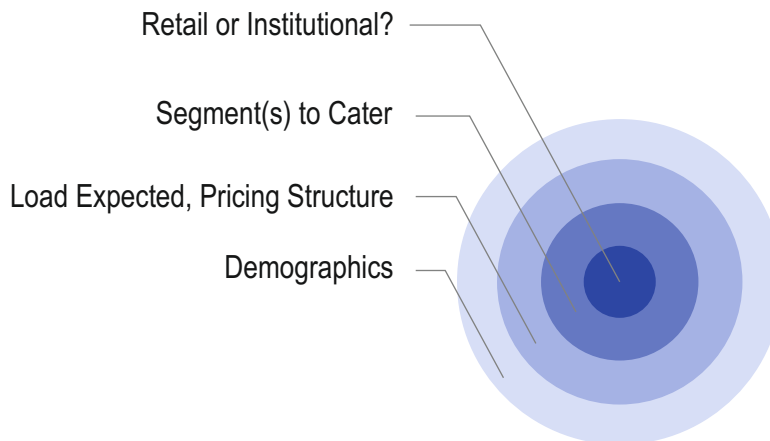
## Introduction to Commercial Laundry

Commercial Laundry today, is one of the most discussed subjects when it comes to the service industry.

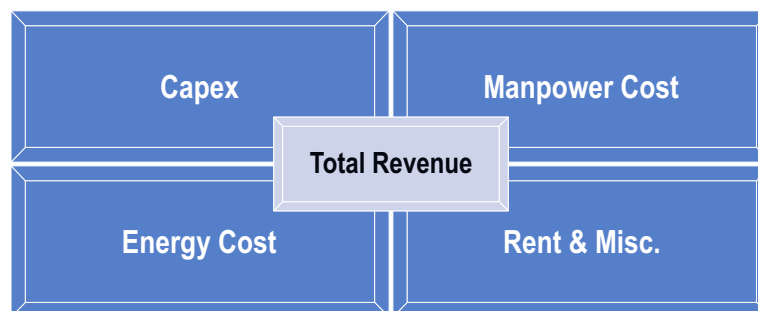
In developing nations such as India, the subject is extremely important and needs the right approach. It enlightens subjects like personal hygiene, textile care & the environment. Through this document, we shall understand on how one can plan the most advanced, effective & efficient laundry setup which shall give the best return on investment (ROI) in the least time possible.

The two prime segments of commercial laundry are **Institutional Laundry & Retail Laundry**, *B to B & B to C* respectively.

### Choosing with the right approach, the preliminary factors:



The above factors need to be evaluated step by step in order to plan the most profitable & efficient setup. One has multiple options when it comes to choosing the right product and the variants/ capacities of the machines. Like any business venture, ROI is one of the most important points to understand. A business model to sustain depends on many factors listed below:



## Institutional Laundry

Institutional laundry, whether for hotels, hospitals, railways, pharma & other industries is a segment which demands heavy duty, durable and advanced machines to withstand the ongoing & continuous demand. Many laundries are running 24/7, 365 days. Such a system is only possible when the machines are extremely durable and efficient.



Usually, the capacities/ sizes of the machines used in an institutional laundry are significantly more than what is required in a retail laundry setup. The prime reason for this is that the types of linen

are fixed & consistent, thus sorting becomes easier & so does the processing. A commercial laundry setup catering to the B2B industry needs to be highly efficient when it comes to energy, water consumption, detergent to load ratio etc. These factors, if properly worked upon, can help establish the most reliable and successful setup.



Stefab washers are capable to intake any form of detergents manually as well as through automatic dosing stations provided by many chemical vendors across the globe.



The PLC in our washers also provides wi-fi connectivity to ease the monitoring for the management.

A commercial laundry with a capacity of 1 ton per shift to 6 tons per shift should have fully automated machines. From washing to ironing to folding to packing. With Stefab, one can be sure to plan the most advanced laundry setup comprising of high-end sophisticated at the same time durable machines. Automatic bed-sheet feeding, folding & stacking is the way forward. It impressively reduces the total manpower required and also improves the quality of output.



On the other hand, some business owners have a strict budget in place yet they have to fulfil a certain amount of load. Well, with Stefab, one has the flexibility in almost every aspect. We have semi-automatic machines which will be a little easy on the pocket but at the same time, one can plan a full-fledged plant with modest means and cater to high amount of loads.

An outsourced laundry can cater to almost every segment: Healthcare, Hospitality, Govt. Institutions, other industries etc.



### Hospitality

Hotels/ Resorts, Restaurants/ Clubs, Caterers, Spas, Luxury Homes



### Healthcare

Hospitals/ Medical Colleges



### Government Institutions

Railways, Defense Bases, Ships/ Navy, Prisons



### Other Industries

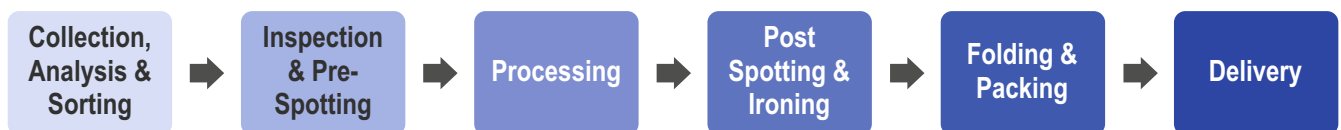
Pharmaceutical, Work Wears, Institutes/ Hostels, Ashrams, Apartments, Project Sites

## Introduction to Retail Laundry

Retail laundry on the other hand is a concept which requires a diverse range of machines such as:

- Small capacity washers with hybrid flexibility - conventional washing + wet-cleaning processing.
- Dry-cleaning machines – Fully enclosed & Fully automatic, Hydro-Carbon/ Green-Earth or Perc Solvent.
- Dryers with great energy efficiency.
- Ironing & Finishing machines to cover up all types of garments.
- Auxiliary equipment – Garment conveyors, Garment packing, Tagging machines etc.

A self-explanatory chart below will help us understand the basic process of garment handling:





## Retail Laundry can primarily be planned in two ways:

### Factory Model:

- A factory unit which will serve the collection outlets in & across coverable area/ vicinity of the factory.
- There can be multiple stores (collection outlets) spread across a large area which would be catered by the factory.
- Transportation needs to be incorporated along with pick-up/drop vehicles with proper garment storage to avoid any damage/ hampering.
- Well established software + tagging system should be in place for a faultless end-to-end cycle.

### Live Laundry Model:

- Live laundry outlet which itself has a set of laundry & auxiliary equipment stationed in the area behind the receiving counter.
- This concept creates a modern experience for the customer; leads to a better presentation & transparency.
- Model which shall ease the overall process of transportation & maintenance of garments.
- Attracts customers & makes you their preferred laundry partner.



One should focus on the presentation of the outlet, from the interiors to placement of equipment without compromising the flexibility of the entire setup to handle each and every type of garment coming in.

Laundry is a utility and there are numerous parameters which need to be kept in mind with utmost precision. It is the trust of a customer through which he is able to let you process his branded/ expensive garments.

Different textures, different compositions such as cotton, silk, chiffon, leather and many more require a specific method for effective and safe processing.

Retail laundry is a concept which needs to be understood & learned with time. It is the experience which translates towards the success of a well-established laundry outlet.

## Wide Range of Equipment

Stefab has over **140 models** covering a wide range of equipment with diverse & advanced features:

- From conventional washers to fully automatic high-spin, soft-mount washers ranging from 15 to 200 Kg capacity.
- Stack Washer-Dryers, 10-15 Kg capacity.
- Infection barriers washer extractors.
- Microprocessor controlled dryers with humidity sensors for better efficiency.
- Chest & Roller heated ironers - single, double & three roll(s).
- Automatic bed-sheet folders, feeders & stackers.
- Green-Earth, Hydro-Carbon, Perc & MTO dry-cleaning machines.
- Shirt pressing units, general utility presses, form finishers, vacuum suction/ blowing tables.
- Auxiliary equipment such as spotting machines, trolleys, garment packing & conveyors etc.
- Steam generators.

Stefab is also an exclusive distributor of Firbimatic, Italy since 1998 for the South-Asian market which is the world's largest producer of commercial dry-cleaning machines. Since then, Stefab has supplied more than 1200 Firbimatic machines in India.

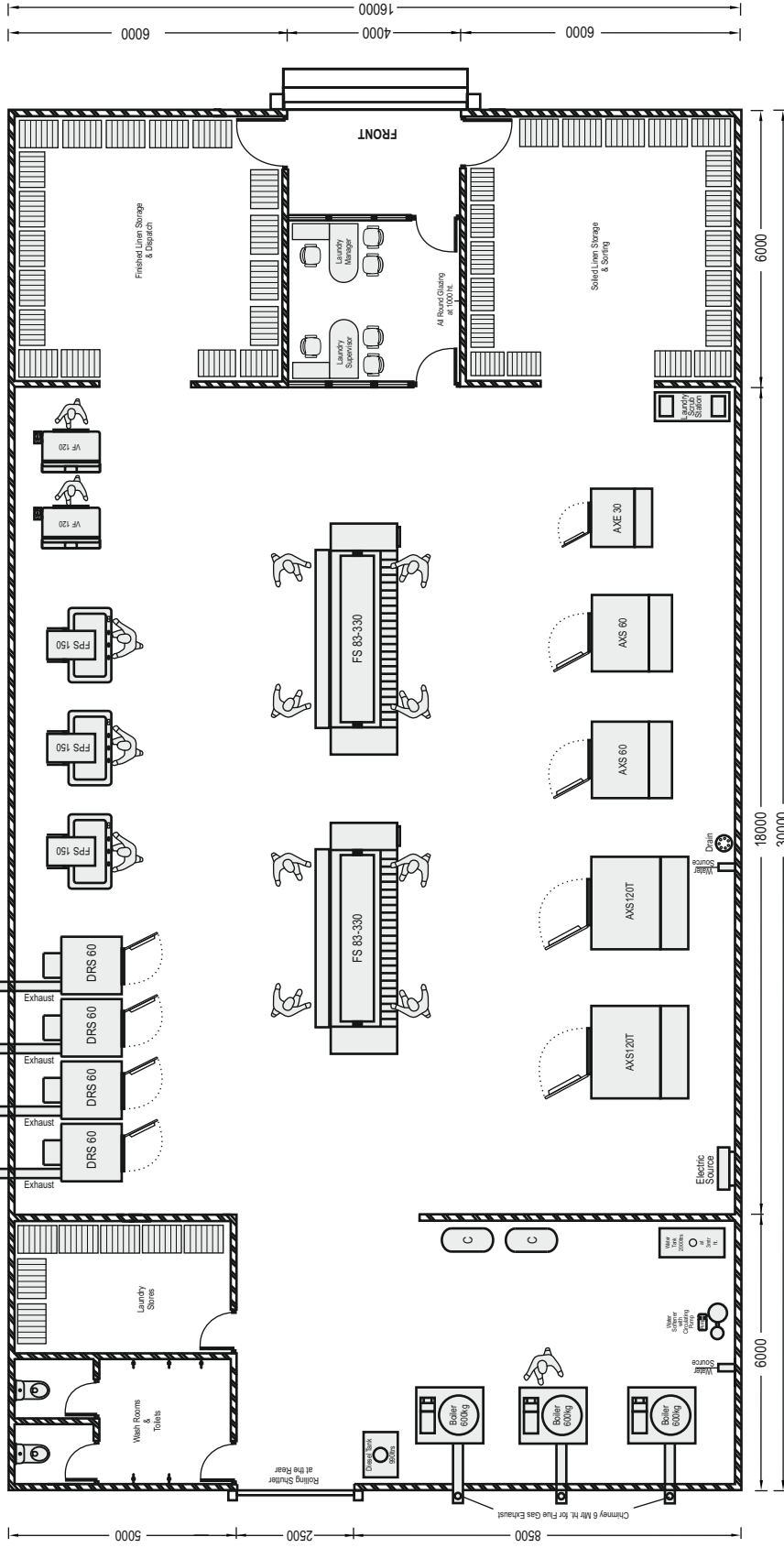


# SAMPLE LAYOUT FOR REFERENCE

## STEFAB

SYSTEM : HT 3000 S

MECHANIZED LAUNDRY HANDLING 3000KG OF COMMERCIAL LINEN IN 8 HRS.  
STEAM HEATED



All dimensions are in mm. Scale: 1 Square = 250mm approx.

This is a Typical Layout that may be altered or modified to suit a particular requirement. Recommended Clear Height : 5 mtrs.

S.No.	MODEL	MACHINERY	OUTPUT
1	AXS 30	Stefab Washer Extractor, High Spin, Soft Mount, 30kg Cap, Qty: 2 Nos.	@30kg/cycle x 9 cycles x 2 Nos. 540kg app./8 hrs.
2	AXS 60	Stefab Washer Extractor, High Spin, Soft Mount, 60kg Cap, Qty: 4 Nos.	@60kg/cycle x 9 cycles x 4 Nos. 2160kg app./8 hrs.
3	DRS 60	Stefab Drying Tumbler, Reversible, 60kg Cap, Qty: 3 Nos.	@60kg/cycle x 9 cycles x 3 Nos. 1620kg app/8 hrs.
4	FS 83-330	Stefab Flatwork Drying Ironer, Chest Heated, Size: 690 x 3300 L, Qty: 2 Nos.	@130kg/hr (Direct from Washers) x 2 Nos. 260kg app./8 hrs.
5	FPS 150	Stefab Flat Bed Drying Press, Head & Buck, Size: 1500 x 750, Qty: 2 No.	@30kg/hr (Conditioned from Dryer) x 2 Nos. 480kg app./8 hrs.
6	VF 120	Stefab Vacuum Finishing Tables, Qty: 2 Nos.	@5kg/hr x 2 Nos. 80kg app/8 hrs.
7	Boiler	Steam Boiler: HSD, Non IBR, Cap: 600kg/hr.	Sufficient for all machines. Extra cap. as Stand-by.
8	C	Air Compressor 5 HP Qty: 2 Nos.	Sufficient for Flat Bed Presses & Flat Work Ironers.

- SALENT FEATURES OF RL 2500 S'**
- The Capital Investment is much lower than compatible European or US flatwork ironers. All machines are fully automatic & an economical price throughout the life span of machines.
  - All machines have multiple of similar models & in case of breakdown, the other similar machine can take its load with least affected. Also, Spare Parts inventory is bare minimum.
  - Railway Blankets are more effectively washed than Dye-cleaned. Washer Extractors have in built program for Blankets & Woollens.
  - The layout facilitates systematic flow of linen from receiving, sorting, washing, drying, ironing, packing & dispatch with easy monitoring of all the processes.

**OPERATIONAL ECONOMICS DURING 2011 AT NEW DELHI**

The following economics are indicative only & shall drastically change with variations in costs of water, electricity, manpower, diesel, wash processes, detergents, location, packaging, distribution & transportation etc.

**Electricity Requirement / Cost:** 86KW Max Connected Load. 415 V, 3 Ph  
Average Consumption: 64 Units / hr. @RS.6 per unit/hr x 8 = RS 3072

**Diesel Requirement / Cost:**  
Average Consumption: 44 ltrs / hr. @RS.45 per ltr/hr x 8 = RS 15840

**Manpower Cost:**  
@RS.250 per person = Rs 5000

**Detergent/ Chemicals Cost:**  
Average @2% per kg of linen washed @RS.70 per kg = Rs 3500

**Water Requirement / Cost:** @ 65 / 2.5' BSP / line. Head range : 5 - 20 mtrs. @RS.500 per 10000 ltrs x 6 ltrs = RS 2250 @RS.70 / ltr Max.

The above costs are exclusive of establishment costs viz: land & building, cost of capital & working investments, depreciation, maintenance etc. & other administrative overheads.

DISCLAIMER: All the above information & data, are to be considered indicative only. Output also depends on the efficiency of the operators. No guarantee of its observation can be given.

Stefab is the most preferred brand in laundry & we continue to expand our base with a motive to give commercial laundry a new face with our diverse & qualified resources.

Almost every laundry brand is a user of Stefab laundry machines in South Asia.

