



**HOTEL 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

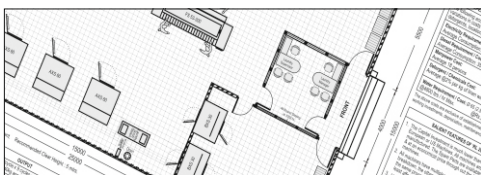


Service is one of the most important factors while you choose your laundry equipment partner. With Stefab one can be totally sure of the same. Our Service is backed by our engineers and associates spread nationwide and abroad.

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 Hotel Laundry

Hotels all over the world are one of the biggest buyers of laundry machines. In this day and age of extreme competition, the hotel industry has realised the importance of having an on premises laundry set up instead of an outsourced contract. The quality of the linen and an overall cleanliness does matter the most today to any guest. In any standard hotel there are basically three broad requirements of laundry:

- To provide bed, bath, restaurant, banquet, gym and spa linens to the housekeeping department.
- To provide clean uniforms to all the staff.
- To meet the important guest laundry needs.

Stefab has been partnering with almost more than 500 hundred top hotel chains across the world since the last forty years to provide them with state of the art laundry machines which would maximise their output and minimise their cost in terms of both production and maintenance. Some of our esteemed clients include Taj, Meredien, ITC, Hyatt, Park, Carlton, Mayfair, Lemon Tree, Wyndham-Ramada, Royal Plaza, Sarovar, Holiday Inn & the list goes on...

The primary machines that are used in hospitality sector are high spin washer extractors, dryers, flat-work ironers, steam & form finishers, dry cleaning machines etc. Stefab also produces stackable washer-dryer for Small/ Boutique hotels to have an on premises laundry setup with limited resources/ space.

Our machines are heavy duty, durable and are made to run non-stop. We also provide installation and consultation on how to improve the quality of laundry production. We have a dedicated trained service team nation-wide and abroad along with our extensive associate network which works round the clock to ensure that the break down time for any machine is minimised to the maximum. In years to come, Stefab will touch new heights in terms of client servicing and acquiring new clients as we have continued to do so for the last four decades.

We at Stefab, strive for every moment to keep up with the highest level of pre & post sales services. Our experienced resources study clients requirements, assist them with selection of suitable machines & prepare designs & layouts. Costing & economics are also an integral part of our consultancy. During post sales, we provide supervision of installation & training for operation as well as maintenance of the machines. Our comprehensive maintenance program is currently servicing more than 11,000 installations nationwide. Spare parts are available online "off-the-shelf" & are economical.

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

## Why install an on-premises laundry?

### Launder everything on premises.

A Stefab on-premises laundry can handle all of a hotel's clean fabric needs in a simple manner. Stefab washer-extractors can process bed & bath, restaurant & banquet & kitchen linens plus employee uniforms. Many types of rugs and drapes can also be processed in a Stefab on-premises laundry.

### Get more use from less inventory.



An on-premises laundry provides more use from less inventory. Smaller stocks meet your needs since you are no longer dependent on pickup and delivery. Restaurant & kitchen Linen, bath linen and other items can be laundered immediately after use and be ready again in less than an hour if necessary. Smaller inventories mean less space & money for investment elsewhere resulting in faster ROI.

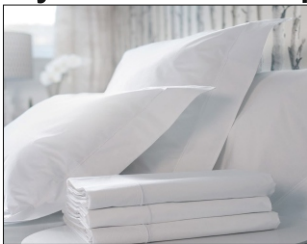
### You won't be short of supply.

On-premises laundering eliminates "short supply" situations. It gives you a ready supply of linens, towels, uniforms etc. This is especially important during weekends and holidays when outside vendor services are not available.

### Control quality, sanitation.

On-premises laundering assures quality processing because you are in control. You can increase fabric life by using a distinct formula for the specific degree of soil. Stefab's Advance washer-extractors ('AX' & 'FX' Range) make this easy, with several specific formulas developed & field-tested by professionals for hotel facilities. Stefab washer-extractors also combine industrial washing action with the ability to wash at high temperatures to obtain maximum cleaning.

### Stylish linens build prestige.



Many hoteliers have enhanced their image of linen through tasteful fabric selection. Everything from linen to runners to curtains can be selected in the colors & patterns as desired. Premium linens if processed in an on-premises laundry gives the user to control the quality of processing by using good quality of water, advanced detergents & trained staff. This will prolong the life of the linen bringing the inventory costs down in the long run.

## What is needed for an on-premises laundry?

### Equipment

Establishing a hotel on-premises laundry is simple. Washer-extractors, dryers, flat-work ironers, folders along with some auxiliary equipment are generally all you need. Often, an institution's existing hot water & electrical services are sufficient. An on-premises laundry is basically an extension of your present services.

A top quality washer-extractor, with a proven track record in commercial use, brings professional laundering ability to your institution. It will make better use of water and soap, improve washing quality, increase efficiency and effectiveness and handle bulky items

Dryers can use electric heating, steam or gas. it is generally desirable for the dryer to be as same capacity than the washer.

### Space

An on-premises laundry doesn't require much space. An equipment room or an existing linen storage room is adequate for most institutions. An unproductive room with a poor location may also be used or a combination of these rooms could be used in a large institution. A larger, central laundry can serve affiliated facilities near each other.

Stefab design & planning department provides specially prepared layout drawings for facilities at no charge.

### Labour

In some institutions there is no need for additional help. Existing housekeeping & maintenance employees can handle the laundry during the slower parts of the day. Equipment that is easy to operate is essential to maintain consistent quality and production. The operator simply loads the machine, pushes a button to select the formula, pushes the start button, and can go on to other tasks since the machines are automatic and requires no more attention.

**WIDEST RANGE.**  
**AFFORDABLE PRICES.**





## Stefab Standard Hotel Laundry Systems.

The below list of systems can handle Hotel Laundry from 125 Kg to 10,000 Kg Per Shift.

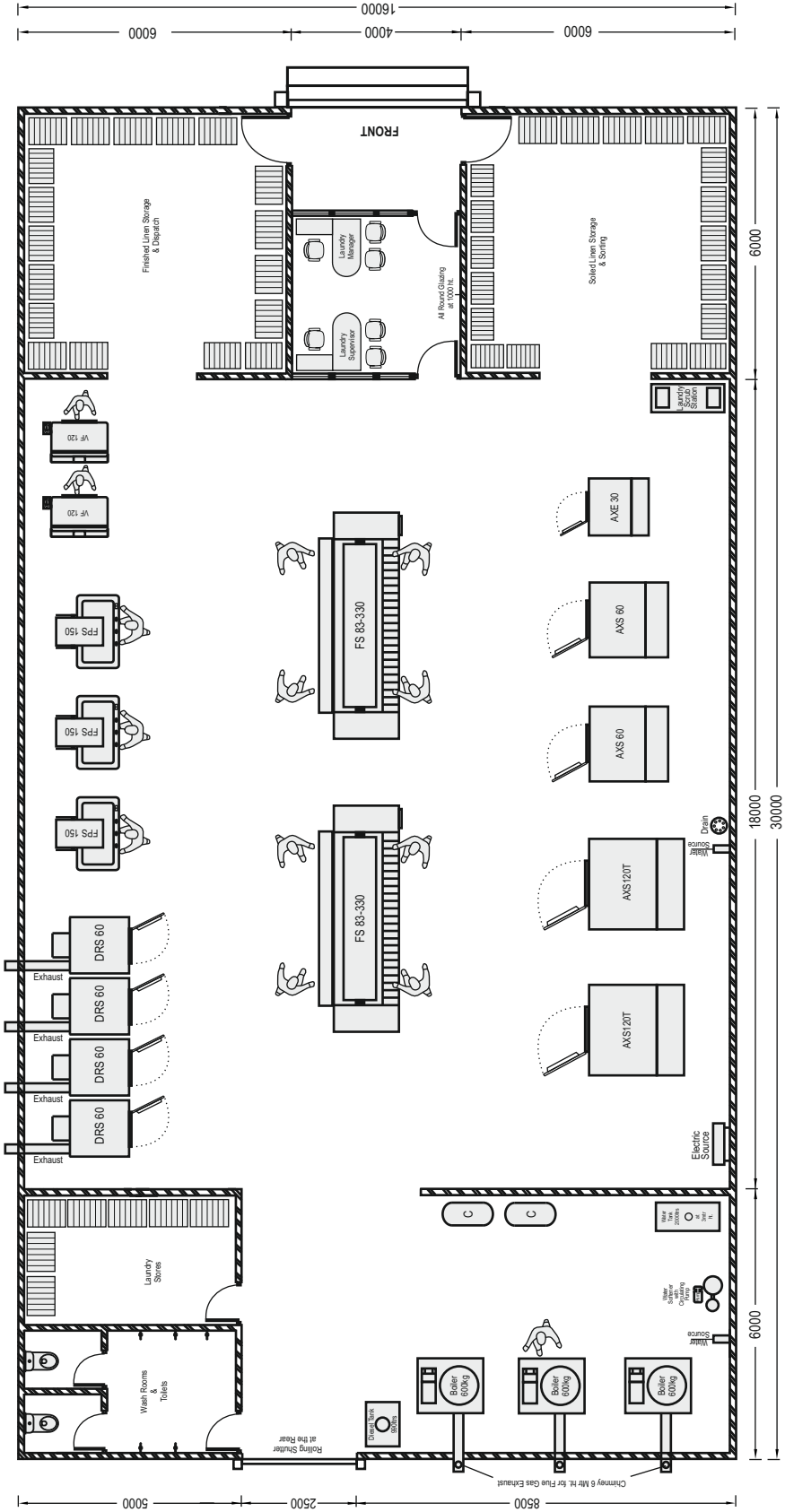
HT 125 E	MECHANISED LAUNDRY HANDLING 125KG OF HOTEL LINEN IN 8 HRS.
HT 250 E	MECHANISED LAUNDRY HANDLING 250KG OF HOTEL LINEN IN 8 HRS.
HT 500 E	MECHANISED LAUNDRY HANDLING 500KG OF HOTEL LINEN IN 8 HRS.
HT 750 E	MECHANISED LAUNDRY HANDLING 750KG OF HOTEL LINEN IN 8 HRS.
HT 1000 S	MECHANISED LAUNDRY HANDLING 1000KG OF HOTEL LINEN IN 8 HRS.
HT 1500 S	MECHANISED LAUNDRY HANDLING 1500KG OF HOTEL LINEN IN 8 HRS.
HT 2000 S	MECHANISED LAUNDRY HANDLING 2000KG OF HOTEL LINEN IN 8 HRS.
HT 2500 S	MECHANISED LAUNDRY HANDLING 2500KG OF HOTEL LINEN IN 8 HRS.
HT 3000 S	MECHANISED LAUNDRY HANDLING 3000KG OF HOTEL LINEN IN 8 HRS.
HT 4000 S	MECHANISED LAUNDRY HANDLING 4000KG OF HOTEL LINEN IN 8 HRS.
HT 5000 S	MECHANISED LAUNDRY HANDLING 5000KG OF HOTEL LINEN IN 8 HRS.
HT 6000 S	MECHANISED LAUNDRY HANDLING 6000KG OF HOTEL LINEN IN 8 HRS.
HT 7000 S	MECHANISED LAUNDRY HANDLING 7000KG OF HOTEL LINEN IN 8 HRS.
HT 8000 S	MECHANISED LAUNDRY HANDLING 8000KG OF HOTEL LINEN IN 8 HRS.
HT 10000 S	MECHANISED LAUNDRY HANDLING 10000KG OF HOTEL LINEN IN 8 HRS.

Customer can choose the appropriate system from the above as per the requirement and load. Stefab shall furnish a detailed layout for the said system along with the consumption parameters, utility economics etc.

# SAMPLE LAYOUT FOR REFERENCE

## STEFAB

SYSTEM : HT 3000 S  
MECHANIZED LAUNDRY HANDLING 3000KG OF HOTEL LINEN IN 8 HRS.  
STEAM HEATED



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: 650 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.	White Steam Irons. 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.

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.

SALIENT FEATURES OF 'RL 2500 S'	
1.	The Capital Investment is much lower than compatible European or US machines. All machines are made in India only & at an economical price throughout the life span of machines.
2.	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.
3.	Railway Blankets are more effectively Washed than Dried/steamed. Washer Extractors have in built program for Blankets & Woollens.
4.	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.	
<b>Electricity Requirement / Cost:</b> 86KW Max Connected Load. 415 V, 3 Ph	Average Consumption: 64 Units / hr. @Rs.6 per unit/hr x 8 = Rs 3072
<b>Diesel Requirement / Cost:</b>	@Rs.45 per liter/hr x 8 = Rs 15840
<b>Manpower Cost:</b>	@Rs.250 per person = Rs 5000
<b>Detergent/ Chemicals Cost:</b>	Average @2% per kg of linen washed @Rs.70 per kg = Rs 3500
<b>Water Requirement / Cost:</b> 0.65 (2.5' BSP) line Head range - 5 - 20 mtrs	@Rs.500 per 10000 ltrs x 6 hrs = Rs 2250
The above costs are exclusive of establishment costs viz: land & building, cost of capital & working investments, depreciation, maintenance etc. & other administrative overheads.	

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

Almost every hotel chain is a user of Stefab Laundry Machines in South Asia.

