



RENZACCI UK PLC

## PRESS RELEASE

**Issue Date :28 May 2009**

**Header :RENZACCI'S WASHER-DRYER "DOUBLE ACT"  
MAKES IT SIMPLE TO START A DUVET SERVICE**

Trading conditions are tough, there is no denying, but many dry cleaners are approaching the downturn with a positive attitude that involves adding value to their product rather than looking to discount prices. Introducing a duvet service is certainly a profitable product line that many outlets have found very popular, since it is the one product that is almost impossible to launder at home.

Jason Alexander, Managing Director of Renzacci UK, one of the country's best known suppliers of specialist laundry and dry cleaning equipment, explains the economics: "Typically, dry cleaners and launderettes are able to charge up to £10 per piece for duvets since it is such a specialist item that really cannot be washed domestically. Taking all the overheads into account, by my calculations the very most it will cost an operator is £1.50 a piece. £8.50 gross profit per item? That is a very useful contribution to overheads in such difficult trading conditions. "

If you are thinking of starting a duvet service, however, Renzacci UK warns that installing any old washer and tumble dryer will not do. To maximise your margins and incur the least hassle, you will need an integrated combination that is simple to use, economic in operation and does not raise any major installation issues. For a start-up operation, the Company recommends the Renzacci HS16 washer paired with a Renzacci DR Plus 55 or Renzacci D Plus 55 tumble dryer.

### **DUVET DUO**

The Renzacci HS16 model commercial washing machine is a 36lb high spin washer extractor, which works well in combination with the either the Renzacci DR55 Plus or Renzacci D Plus 55 tumble dryer. The DR Plus 55 is a commercial scale condensing tumble dryer requiring no ducting or exhaust, making it ideal for basements or listed buildings. It means that installation is much simpler and cheaper and it is suitable for a wide cross-section of





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premises without embarking on major building work, whilst the D55 Plus Tumble dryer has its venting carried out in the traditional manner.

The tumble dryer uses refrigeration to dry the duvet and the water heated by the refrigeration system as a by-product is stored and used for the next wash cycle. This integration of the two pieces of equipment not only saves money, but is also an environmentally friendly way of working.

Summarising the combination washer/dryer Jason commented: "The 'double act' we recommend will maximize profits and get you into the duvet laundering business in the fastest possible time. Add to that the fact that these are high quality machines built to last and our service back up is second to none in the industry. A final benefit for outlets planning expansion, is that Renzacci UK has its own finance sources that are able, even in these difficult times, to help finance our customers' investment"

