



RENZACCI UK PLC

PRESS RELEASE

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Header :Washer & Dryer “Combo” for Duvets

Very few people these days use blankets. Only those of a certain age even know what a ‘quilt’ is. No, the duvet has consigned these to the dustbin of history. Likewise, most homes have their own washing machine. But what is the one item that is almost impossible to wash and dry at home? – the duvet, of course.

That is why so many people drop their duvets off at the launderette. Many people have lightweight duvets for summer and a heavier (15 tog) version to insulate them better during the winter months. These are predictable seasonal opportunities for laundries and any operator not offering a duvet cleaning service is missing out on a highly lucrative opportunity.

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, drycleaners 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. Now, that is a massive mark up by any yardstick. Drycleaners not offering such a service are patently missing a trick. In fact, dry cleaners could well note the margins available and consider adding a laundry operation to their business. Once the equipment is there, you could add on other high value products, such as a shirt service.

If you are looking to start up a duvet service, naturally Renzacci UK will be able to help with your requirements. But do beware that any old washer and tumble dryer will not do. To maximise your margins and incur the least hassle, then you will need an integrated combination that is simple to use, economic in operation and does not incur any major installation nightmares. For a start-up operation, we would highly recommend the Renzacci HS16 washer paired with a DR55 tumble dryer.”



The Renzacci DR55 Plus Tumble Dryer



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DUVET DUO

The Renzacci HS16 model commercial washing machine is a 36lb washer and works well as a combo with the D55 Plus tumble dryer or for those who have ducting issues such as basements or listed buildings, the Renzacci DR55 Plus model. The Renzacci DR55 Plus is a commercial scale condensing tumble dryer requiring no ducting or exhaust. This means that its installation is much simpler, cheaper and will suit a wide cross-section of premises without embarking on major building work.

The tumble dryer uses refrigeration to dry the duvet and the water heated 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.

FINANCIAL VIABILITY

Renzacci UK, with 36 years' experience in the laundry and dry cleaning industry is well placed to offer advice on the viability of such a move to begin with and offers financial help in arranging the purchase or lease of the equipment. Typically, equipment may be financed over a period of between one and five years, however, each individual installation is different and operators have vastly differing requirements from a finance package. That is why Renzacci UK specialises in tailor-making schemes to meet its customers' needs. The Company's latest plan, 'Easy Entry' requires just a 10% deposit and repayments of only £25 per month in the start-up year.

For those customers with a less than perfect credit record, who may not readily be accepted by more conventional credit agencies, Renzacci UK is often able to finance the equipment from its own funds – even for those customers with county court judgments against them.

But financial help is just one aspect of the service. Renzacci manage the entire project on your behalf, starting with a thorough inspection of the site, followed by detailed proposals, costing and specifications. They handle the installation, commissioning and staff training. But the service does not end at installation time. Renzacci is on hand to offer technical service and every

The Renzacci HS16 Washer Extractor





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piece of equipment supplied has a free telephone helpline for the life of that machine.



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Summarising the service, Managing Director of Renzacci UK, Jason Alexander, commented: "A duvet service is a natural added value opportunity for dry cleaners and laundrettes. What Renzacci recommends is an integrated system approach that will maximise the profitability of the service, whilst at the same time minimising the time spent by operators on its operation."