



**GIRBAU**

NORTH AMERICA

**Hospitality** Laundry Solutions



# The Total Laundry Solution

## For Complete Laundry Satisfaction

At Girbau North America (GNA), we provide specialized laundry solutions for every segment of the hospitality industry. Our central hotel, guest and valet laundry solutions are customized to the unique production, space, labor, workflow and energy needs of our hospitality clients. GNA's washing, drying, ironing and linen handling systems work seamlessly together for the ultimate laundry experience.

We offer three distinctly different laundry equipment solutions for hotels and resorts:



**On-Premise, Central Laundry** Washers, Dryers, Feeders, Ironers, Folders, Stackers  
Enjoy a central laundry perfectly sized to meet your property's production and quality goals.



**Guest Laundry** Vended Washers & Dryers

Provide a high-quality guest experience with industry-proven guest laundry solutions that look as good as they perform.



**Valet Laundry & Workwear** Washers, Dryers & Ironers

Handle guest laundry in-house with the ultimate valet laundry solution.



## Solutions & Support

At Girbau North America, we provide the hospitality market with the world's most comprehensive laundry product offering and back it with expert service and support. Our goal is to take the headache out of laundry processing and production. Our systems are sized and customized to fit your property's production, labor, space, energy and quality specifications. We offer solutions designed to cut energy costs, improve your guests' experience, reduce labor hours, enhance quality and increase production. Along with our expert distribution network, we partner with you through every stage:

### **Design & Pre-Sale**

- Project Analysis & Recommendations
- Laundry Sizing & Production Analysis
- Laundry Layout & Architect Interface
- Efficiency, Utility Savings & Sustainability
- Operational Cost Analysis
- ROI Analysis

### **Post-Sale Support**

- Commissioning of Equipment
- Staff Training
- Installation
- Preventative Maintenance Programs
- Replacement Parts
- Technical Service
- Industry-leading Warranties

# Central Hotel Laundry

Girbau central laundry solutions are in place at hotels, resorts and casinos across the globe. We provide the most comprehensive product offering in the world — from high-volume tunnel systems and open-pocket washers and dryers in small to large capacities, to feeding, ironing and folding systems. We customize our solutions to meet your property's specific needs.

## ■ Sanitization & Disinfection

- Washers seamlessly integrate with chemistry, ozone & UV systems to guarantee laundry is sanitized
- Auxiliary heat options to ensure water temperatures reach CDC recommendations
- Optional Disinfection Monitoring Package (DMP) verifies that disinfection protocols are met
- Guests/staff feel safe & secure

## ■ Extended Linen Life

- Linen Life Extension (LLE) automatically senses & measures moisture in a load
- Prevents over-drying & damage to fabrics so they last longer & feel softer
- Complete control over washer processing time & chemistry prevents damage to fabrics for longer linen life

## ■ Ironing & Folding Automation

- Ironing and folding systems catapult production using less labor
- Superior quality ironing, folding & stacking creates an improved guest experience
- Quick ROI
- Versatility to process a variety of items
- Enhanced guest experience

## ■ Production & Throughput

- Equipment sized to achieve property production goals
- High-speed washer extraction significantly reduces dry time for more loads per day
- Automation drastically increases production
- Simple operation

## ■ Labor Savings

- Automated ironing & folding systems slash labor required
- Simple to use equipment simplifies cross-training

## ■ Space-Saving Configurations

- Compact designs & all-in-one systems available
- Most equipment fits through standard doorway

## ■ Reliability

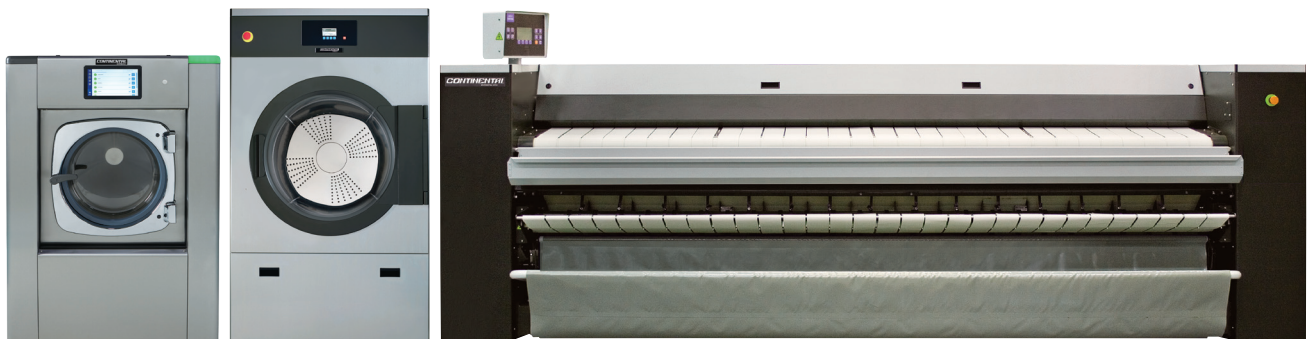
- Constructed for constant, commercial use
- Backed by industry-leading warranties
- Local, expert technician support

## ■ Sustainability

- Highly efficient machinery manufactured in an environmentally friendly manner
- Lower water, natural gas & energy costs

## ■ Expert, Local Support

- Laundry design, installation & service after the sale





*"I decided to look at the costs and find out ways to save dollars and with that automated our laundry. We've gone from 28 laundry employees to 12, which is a labor savings of \$175,000 per year. It costs us just 7 cents per laundry pound for labor, and less than 14 cents per pound for labor, chemicals, debt service and everything else combined,"*

— Mike Kaminski,  
Chula Vista Resort



**We are Specialists in Hotel Laundry.**

# Guest Laundry

As a customer-facing amenity, your guest laundry is an important consideration. Backed by industry-leading warranties, our customized guest laundry systems offer proven durability, quiet operation, superior efficiency and ease of use. Meanwhile, guests enjoy modern equipment, quality results and a quick wash and dry.

## ■ Space-Saving Configurations

- Stack & compact washer/dry options
- No need for reinforced concrete foundations
- Lower installation costs

## ■ Guests Complete Laundry Faster

- High washer extract speeds reduce dry time
- Guests process laundry in less than 60 minutes

## ■ Efficiency & Sustainability

- Lower overhead costs
- Smaller carbon footprint
- Energy efficient

## ■ Intuitive

- Seamless payment system interface
- Owner-programmable controls
- Simple operation

## ■ Reliability

- Constructed for constant, commercial use
- Backed by industry-leading warranties

## ■ Expert, Local Support

- Laundry design, installation & service after the sale



# Valet Laundry

A quality valet laundry service improves your guest experience by providing a timely turnaround on guest and uniform laundry without being reliant on external services. Keep it in-house and generate revenue.

## ■ Retain Control

- Assure high quality results for your guests
- Offer the ultimate in guest convenience

## ■ ROI

- Lower operational costs
- Quick ROI
- Generate revenue within a small space

## ■ Efficiency & Sustainability

- Lower utility costs
- Smaller carbon footprint
- High washer extract speeds reduce dry time

## ■ Sanitization

- Equipment seamlessly integrates with chemistry, ozone & UV systems to guarantee laundry is sanitized
- Optional Disinfection Monitoring Package (DMP) verifies that disinfection protocols are met
- Guests/staff feel safe & secure

## ■ Space-Saving Solutions

- Wet cleaning processing occupies smaller footprint than dry cleaning
- Compact configurations available

## ■ Reliability

- Constructed for constant, commercial use
- Backed by industry-leading warranties

## ■ Expert, Local Support

- Valet laundry design, installation & service after the sale



A top-down view of an open black suitcase filled with neatly rolled clothes in various colors (white, light blue, grey, dark blue, pink, tan, green). A large, round, woven straw hat with a black band is placed on top of the suitcase. The background is a dark, textured surface.

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# More About Us

Girbau North America (GNA) is an industry-leading provider of comprehensive laundry solutions and support services for the vended, commercial, industrial, multi-housing and textile care markets. GNA delivers quality laundry products in concert with local distributor expertise and business support services to clients throughout North America. At GNA, our proven, best-in-class equipment offering — including high-performance, open-pocket washers and dryers, continuous batch tunnel washing systems, feeders, ironers, folders and conveyor systems — are built for longevity, superior efficiency and unrivaled flexibility. Our slogan — Laundry Beyond Laundry — compliments our objective to add value, through innovation, high-performance equipment, solutions and services. GNA stands strong in its commitment to sustainability, adaptation to customer needs, and providing clients with personalized laundry solutions that deliver success.

- Industry's most comprehensive equipment offering
- Local, expert distributor support
- Industry-best warranties
- Laundry design & layout
- Business proformas & financing
- Parts & ongoing local, technical service

At GNA, we cater to a number of markets with equipment and brand offerings designed to improve our clients' businesses.

## Market Channels



**Commercial** Every laundry is unique in size, scope and goals. At GNA we specialize in improving commercial on-premise laundries at hotels, vet clinics, salons, dairies, fire departments, correctional facilities, and more. We work to cut energy and labor costs, while boosting laundry production and quality.



**Industrial** Equipment flexibility and automation are key ways to boost production and quality while lowering overhead costs. GNA specializes in developing industrial laundries from scratch, as well as simply improving them with quick Returns on Investment (ROI).



**Textile Care** Our advanced wet cleaning technologies deliver exceptional programming flexibility for improved textile restoration results and a greater percentage of wet cleaned to dry cleaned items. Eco-friendly and a fraction of the cost of dry cleaning equipment.



**Vended** We help vended laundries get into business the right way, with exclusive products and expertise that help you stand apart from the competition.



**Multi-Housing** Apartment complexes, dormitories and residential facilities require durable, simple-to-use washers and dryers available in space-saving configurations. At GNA, we offer the equipment and local distributor support — often with creative lease and share options — to reduce management hassles while boosting revenue.

## Brands

**Continental Girbau®** Our flagship brand providing equipment and service solutions to vended and on-premise/commercial laundry markets.



**Express Laundry Center®** Innovators of the “60-minute wash/dry/fold,” the trademarked Express Laundry Center brand is a turnkey vended laundry solution encompassing high-speed equipment, multiple store services and marketing/management support.



**Girbau Industrial®** GNA's industrial laundry equipment brand encompassing everything from open-pocket washers and dryers to high-volume continuous batch washing systems, ironers, folders and stackers.



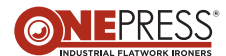
**Poseidon Textile Care Systems®** GNA's eco-friendly wet cleaning brand for textile care businesses, including textile restoration and dry cleaning.



**Sports Laundry Systems®** Our dedicated brand for athletic laundries with specialized disinfection capabilities.



**OnePress Ironers®** Our highly productive brand of ironing systems engineered for quality results and medium- to high-volume productivity.



**LG Commercial Laundry** We partner with LG to provide commercial-grade platinum washers and dryers.



**Econo** Our affordable brand offers easy-to-use topload washers and dryers for commercial applications.



## GNA Subsidiary Companies

**Custom Select Financing** Provider of financing solutions to GNA customers.

**Girbau Creative Services** Provider of marketing, advertising and public relations services to GNA customers and distributors.



## Sustainability

Not only are GNA laundry products highly efficient — using less energy, natural gas and water — they are manufactured in an environmentally friendly manner to meet rigorous environmental and safety standards established by the International Organization for Standardization (ISO). Ever focused on laundry efficiency, GNA is a member of the U.S. Green Building Council (USGBC), a 501(c)(3) nonprofit that developed the Leadership in Energy and Environmental Design (LEED) Green Building Rating System.

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