



# TDS Commercial, UK

## Laundry Wins New Contract (Thanks to Hydrofinitivity Machine)

### HIGHLIGHTS

- **Won large contract** due to superior oil removal from towels
- Gained some of the **best reclaim rates** in the industry
- **Improved the look, feel and smell** of hotel, restaurant and bath linens
- **Great investment** with a ROI of under 18 months
- Impressed with **training and support** from Hydrofinitivity team

### CUSTOMER CHALLENGE

To offer a high-quality finish to clients

TDS are a London based laundry specialising in hotel linen, restaurant linen, bath linen, sportswear and workwear, often for high-end clients. They work on a dedicated stock system rather than a tunnel so high-quality results are paramount to the business. They needed to be sure the machine they were buying gave a superior wash so Hydrofinitivity completed some sample washes to show their machine can remove stains that many other machines can't.

### SOLUTION

To buy a machine that recovers unrecoverable linen

After seeing amazing results from the sample washes, TDS decided the high-quality results and low-water usage were the perfect fit for their business. Since having the machine installed, the Hydrofinitivity machine given TDS excellent results and they can put laundry that was otherwise for the rag pile back into use.



### FACTS

**1** 36kg machine  
**8** cycles per day

### RESULTS

In 6 months, TDS saved:  
**1 million** litres of water  
**£9k** (breakdown on page 2)  
**35,000kWh** of electricity

### CLIENT LIST

Racing teams  
High-end spas  
Boutique hotels

*"We recently **won** a very large Spa towel **contract** because we were able to **remove residual oil** that had been in the towels for a long time.*

*We did this with the **Hydrofinitivity machine!**"*

Rona Tait, Managing Director, TDS Commercial





## SUSTAINABLE LAUNDRY | SUPERIOR CLEAN

### REPLACES WATER WITH XOrbs™

Instead of using bathfuls of water for each laundry load, a Hydrofinity machine uses millions of tiny XOrbs™, reducing water use by up to 80%.

XOrbs™ are added to the drum to provide mechanical action and attract and absorb stains, leading to a superior clean. To minimise environmental impact, the XOrbs™ are reusable, lasting for nearly a thousand washes.

### REDUCES ENERGY USE

A substantial cost of operating an in-house laundry is the energy used to heat the water. The advantage of the Hydrofinity system over traditional machines is twofold:

- It uses significantly less water, so there is less liquid to heat
- It cleans at lower temperatures, reducing the need to heat the water that is used

### USES LESS DETERGENT

The system uses industry-approved detergents that take full advantage of the unique cleaning properties of XOrbs™.

By combining XOrbs™ and detergent, Hydrofinity machines wash fabrics with less chemicals, resulting in further cost savings and less effluent.

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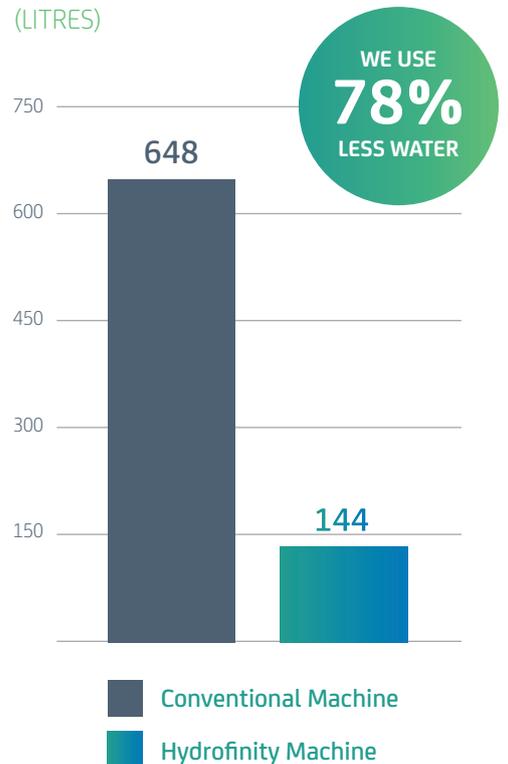
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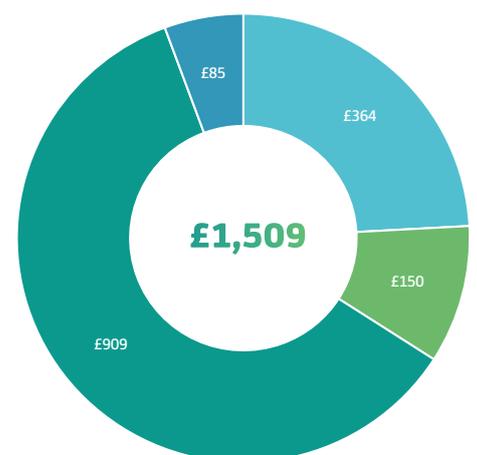
[hydrofinity.com](http://hydrofinity.com)

## CYCLE COMPARISON AT TDS COMMERCIAL

WATER PER CYCLE (LITRES)



## MONTHLY COST SAVINGS \*



Water Energy  
Chemicals Maintenance



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\* based on an average from first 6 months of XConnect data