

Saving hotels in Turkey

24 billion
litres of water

per year*

Dramatically reduce consumption of water and energy in your hotel laundry with Hydrofinity



Hydro
finity[™]

Sustainable
Fabric Care Technologies
from Xeros

*based on 12,856 registered accommodation facilities in Turkey in 2017. Source: Invest in Turkey

Hydrofinity operates in 5 of the 7 continents.
Some of the world's top hotel groups are customers.

Property Savings

HYATT® Reston, VA

No. of Hydrofinity Machines:
3x 25kg

Total Savings per year:
221,128TRY*

Water Savings per year:
5.3 million litres

Hydrofinity technology is
truly amazing!

Equally impressive is the company
behind it. They have absolutely
delivered on promises of savings
and superior performance.

DAVID EISENMAN General Manager, Hyatt Regency Reston

Customers & Benefits

Save water

A Hydrofinity system uses up to **80% less** water than a traditional machine. A single 36kg machine running 10 cycles a day, saves up to **2 million litres of water each year** - in Turkey that saves 20,996TRY.

Reduce energy consumption

The system requires lower water temperatures to run, so it can use **up to 50% less electricity** than a conventional machine (depending on ambient water temperature). With ever-increasing electricity costs, this translates into real cash savings for operators.

Achieve market-leading results

Award-winning Hydrofinity technology is proven to **remove tough stains**, including make-up, food and blood, often in just one wash. Customers report **softer, fluffier towels, whiter linens, and crisper table cloths** after switching to the unique system.

Save money

Whilst **lowering water bills**, the system also reduces energy, detergent and maintenance costs. Indirect savings include linen replacement & staff costs. Less pre-treating & sorting frees up staff.

Extend linen life

Lower temperatures and less detergent means reduced shrinkage & less wear and tear on your expensive sheets and towels.

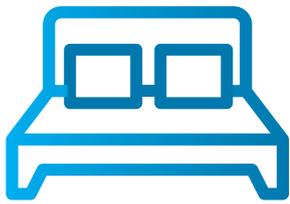
A complete laundry solution

The unique package means there is no longer a need for multiple suppliers. Hydrofinity provides you with the **XOrbs™, detergent, service and maintenance** you need, within the monthly cost.

What savings can Hydrofinity offer in Turkey?

Hydrofinity systems can reduce annual water consumption per guest room by up to

24,000 litres



Turkey has approx.

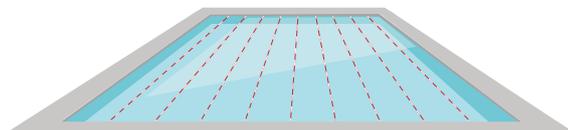
741,246
guest rooms

Imagine..

If each of those hotels used Hydrofinity technology...

That's enough water to fill...

7,116
olympic-size
swimming
pools



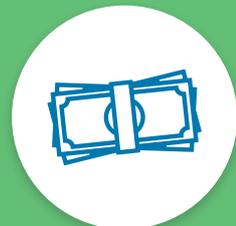
Average Savings



An average
250-bed
hotel
could save:



Up to 6 million
litres of water



66,300TRY
on water bills

PER YEAR
with 3 machines

Turkey Launch

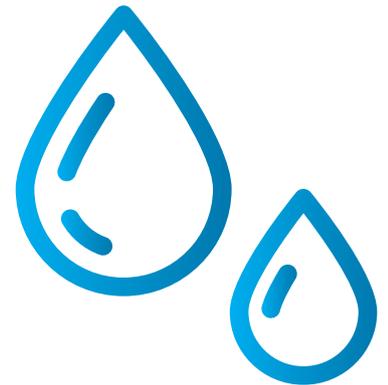
Turkey is the 10th most popular tourist destination in the world, attracting more than 38.6 million tourists in 2017. The Hydrofinity System became available in Turkey in 2018 due to it's many hotels and semi-arid climate.

Turkey has only **one fifth of the water**

available per capita in water rich regions such as Western Europe.

Because water is a limited resource, the cost - especially in Istanbul - is **expensive and increasing** year-on-year.

A Hydrofinity system can be an effective tool to help reduce water consumption and cut water bills.

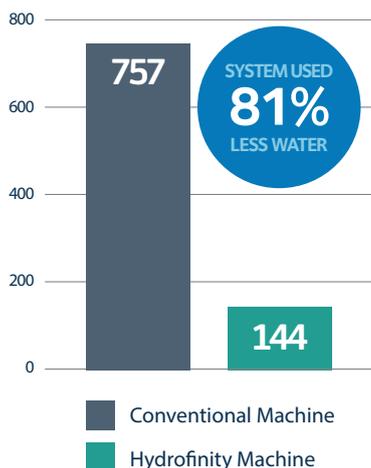


Water Usage Comparisons

Hotels that switched from a conventional to a Hydrofinity system

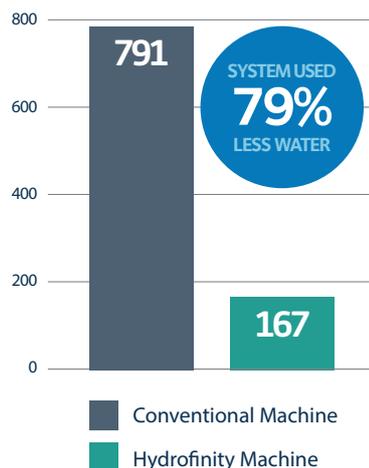
WASH CYCLE COMPARISON
AT A HILTON SITE:

WATER PER CYCLE (LITRES)



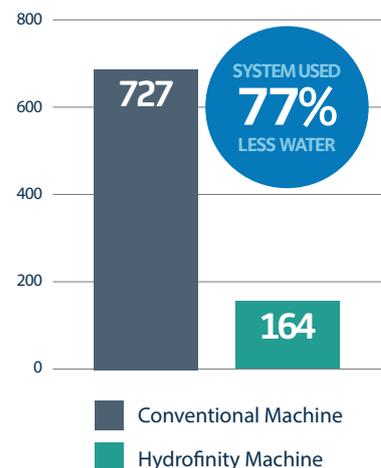
WASH CYCLE COMPARISON
AT A HYATT SITE:

WATER PER CYCLE (LITRES)



WASH CYCLE COMPARISON
AT A MARRIOTT SITE:

WATER PER CYCLE (LITRES)



Product Range

Washing Extractors

36kg & 20kg capacity models



Product Features:

- Patented polymer washing system
- High speed extract
- Large, easy-to-load drum
- Easy-to-clean lint filter
- Soft mount design
- Powerful data capturing capabilities
- HMI touch screen and customised software

Specifications:

	36kg	20kg
Cylinder Size	Ø99cm x 66cm	Ø81cm x 52cm
Cubic Content	508 Litres	272 Litres
Water Inlets (2)	Ø3/4" BSPT	Ø3/4" BSPT
Drain	90mm O.D.	57mm
Drive System	Inverter / Variable Frequency Drive	Inverter / Variable Frequency Drive
High Extract	Up to 750RPM	Up to 810RPM
G-Force	Up to 311G	Up to 294G
Circuit Breaker	25A Steam, 50A Electric	32A
Control	7" Touch Screen	7" Touch Screen
Programs	Up to 50	Up to 25
Dimensions	W1.32m x D1.54m x H2.17m	W1.16m x D1.44m x H1.55m
Net Weight	1,904kg	1,120kg

Benefits:

up to
80%
less water

up to
50%
less chemicals

up to
50%
less energy

Our Aftercare Service

The Hydrofinity Care Package

Hydrofinity packages include an innovative and worry-free aftercare solution, available exclusively through our regional partners



Benefits of the Hydrofinity Care Package

The Hydrofinity Care Package can be tailored to your requirements, and benefits can include:

- All chemicals, XOrbs™, service, training & warranties
- A named contact at our Partner's company for training, support and marketing materials
- One supplier for chemistry, XOrbs™ and maintenance - no managing multiple vendors
- Reduced downtime through preventative maintenance
- Optimised wash cycles
- No unexpected bills or call out charges
- No additional costs for supplying consumables, including chemicals and XOrbs™
- 24 hour service response from initial contact with dedicated customer service team
- Support from a reliable, sustainability-focused local partner

Other Services



Innovative, cloud-based laundry monitoring solution that provides real-time monitoring in a browser - on any smartphone, tablet and computer. We manage your results, with a focus on continual optimisation and improvement.

How the XCONNECT Portal benefits customers:

- **Accurately** monitors equipment usage, showing water & electricity consumption
- Graphically displays accurate water **savings**
- **Eliminates** paper trails
- **Reduces labour costs** and downtime by tracking ongoing operations
- Helps identify potential issues **before they occur**

Hydrofinity Dosing Pump



- Accurately manages detergent dosing to **reduce over-usage**
- Health & Safety: **Eliminates risk** of spillages due to staff manually dosing chemicals
- **Actively monitored & adjusted** by our Partner in your region to ensure optimal results

Can a Hydrofinity Cleaning System save me money?

Absolutely! The Hydrofinity system uses significantly less water, detergent and energy compared to a conventional washing system. The more you use the Hydrofinity machine, the more money you will save. Our fixed-fee structure and total service model means you save year after year.

How soon will I see a Return on Investment?

Many of our customers have seen a return on investment in as little as 18 months. This will vary from site to site, but we can create a personalised projection for each customer.

As well as saving money and being good for the environment, what other benefits does the Hydrofinity system offer?

The system provides superior cleaning, especially on difficult to remove greasy stains. Because cleaning is carried out at lower temperatures and uses less chemistry, it is kinder on your linens too.

How will I know how much water I am saving?

You will receive regular reports from us showing your water consumption. The Hydrofinity system uses up to 80% less water than conventional systems, so you can expect to see significant savings!

How are XOrbs™ removed from linens after washing?

XOrbs™ are removed from the load during the separation cycle of the wash programme - both the spheres themselves and our cycles have been specially designed for this separation process.

Are XOrbs™ recyclable?

Absolutely! Sustainability is our core principle. XOrbs™ are replaced after around a thousand washes but never end up in landfill - they are collected by Hydrofinity and reused or recycled.

Do the XOrbs™ damage linens and towels?

No - in fact quite the opposite! XOrbs™ have a gentle tumbling action so there is less creasing. The Hydrofinity system also requires lower temperatures and less detergent, so items look new for longer.

Can I use beads other than XOrbs™ in my Hydrofinity machine?

No, you shouldn't put anything other than XOrbs™ in Hydrofinity machines - they represent the culmination of years of careful research & development in the laboratories of parent company XTG, and their specification is perfectly suited to the machine itself, our chemistry and wash cycles.





The Maglova Aqueduct
Istanbul, Turkey

For further information, a survey or quote,
contact our Partner in your region:

Turkey Hydrofinity Partner:

KRM Tekstil Boya
+90 282 758 21 40
tolga@krmboya.com
www.hydrofinity.com

Hydrofinity Head Office, UK

Unit 2 Evolution, Whittle Way
Advanced Manufacturing Park
Rotherham, S60 5BL
+44 (0) 114 2699 658
www.hydrofinity.com
info@hydrofinity.com

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