



**What is the
True Cost of
Your Laundry
Operation?**

**Hydro
finity™**
Sustainable
Fabric Care Technologies
from Xeros

To Out-source or Bring In-house?

Outsourced or On-Premise Laundry?

When evaluating laundry costs, a significant factor is whether you are outsourcing your laundry operation, or managing it in-house with an on-premise laundry (OPL).

Today, **80% of British hotels outsource their laundry operations**, while **US hotels are more likely to use on-premise laundries**, although some outsource. On the surface, outsourcing might seem like an easy way to put a cap on laundry-related expenses. However, there are pros and cons to both approaches.

Pros and Cons

In-house Laundry/Own Linen:

- You choose your own quality
- You will not pay high rental costs
- You save on purchasing and washing
- You have to do your own stock takes
- You have to replace damaged linen yourself with a cost implication
- Your staff may take better care of your own linen

Out-source

- Quality/choice may not be up to your expectations
- High rental charges
- You do not have to do your own stock takes
- Reject linen is replaced, depending on service level agreement
- Linen replacement not always guaranteed by supplier
- You may be charged for abused or damaged linen stock
- Staff may be less careful with the linen as it doesn't belong to the hotel

Don't Underestimate Costs

Whether you have premise laundry (OPL) or own a commercial laundry service, **you need to consider financial as well as non-financial factors.**

WATER



EQUIPMENT
COSTS



ENERGY



OPL SQUARE
FOOTAGE



CHEMICALS



SERVICE
MAINTENANCE
& REPAIRS



LABOR




LONGER
LASTING
LINENS





A recent survey of **1,160 travelers** revealed that **94%** of all respondents believe that the **quality of towels** is **important** for overall **customer satisfaction**.



84% believe towel quality influences brand perception.



73% believe that the **quality of towels** will influence their **decision to return to a hotel brand** for future visits.

Non-Financial Considerations

Quality- Although not a direct expense, hotels can put a price on quality when it comes to brand perception. The first thing hotel guests notice is the crisp white sheets laid out on the bed.

As a hotel, choosing the right linen and keeping it clean and fresh can mean the difference between a positive or negative guest experience.

Along with the mattress, pillow, and bed linens, the towel has got to rank as one of the top few guestroom items impacting the guest experience.

Linen Control-With outsourcing, you essentially **lose control of your linens**. You are completely dependent on your supplier. If you outsource, you will need a **back-up plan** in case of unforeseen issues arising with your vendor.

Alternative Use of Space - If you outsource, you can create **revenue-generating opportunities** using the OPL space.

Benefits:

up to
80%
less water

up to
50%
less chemicals

up to
50%
less energy

With Hydrofinity You Get More Savings



SAVE WATER - A Hydrofinity system uses up to 80% less water than a traditional machine. A single 25kg machine running 14 cycles a day, saves up to 2 million litres of water each year.



REDUCE ENERGY CONSUMPTION - The system requires lower water temperatures to run, so it can use up to 50% less electricity than a conventional machine. With ever-increasing electricity costs, this translates into real cash savings for operators.



BETTER QUALITY - 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.



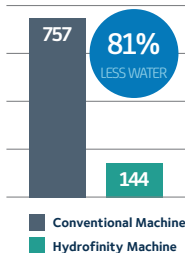
EXTEND LINEN LIFE - Lower temperatures and less detergent means reduced shrinkage & less wear and tear on your expensive sheets and towels.

Who Is Already Benefitting From These Savings?

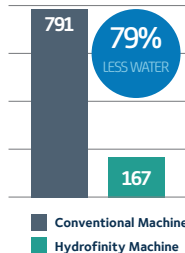


Water Usage Comparisons

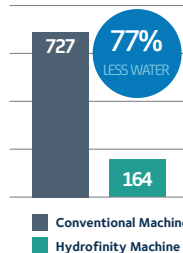
WASH CYCLE
COMPARISON



WASH CYCLE
COMPARISON



WASH CYCLE
COMPARISON



About Hydrofinity

Hydrofinity provides **sustainable water-saving laundry** and **fabric care solutions** to hospitality, leisure and industrial laundries. The company's **near-waterless solutions** are being used worldwide in large hotel chains such as Marriott, Hyatt, and Hilton hotels and resorts.

Operating globally, Hydrofinity is a division of Xeros Technology Group, who aim to **sustain the world's water supplies** for future generations. Driven by the principle that water is essential and precious, Hydrofinity helps businesses **reduce** their **environmental footprint** while **creating substantial cost efficiencies** in their laundry operations.

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How much money could you save?

Let us help you figure it out. We offer a site impact analysis program that analyses your laundry operation in detail to give you an accurate accounting of what you could save by making the switch to a Hydrofinity system.



Hydrofinity Head Office UK
Unit 2 Evolution
Whittle Way Advanced Manufacturing Park
Rotherham, UK S60 5BL



+44 (0) 114 2699 658



www.hydrofinity.com



info@hydrofinity.com