





Together with our expert distributor network, we work closely with you before, during and after the sale. We'll help you differentiate your laundry's offering from the competition's — resulting in greater customer reach for maximum store profit. Our industry-unique technologies and concepts will put you ahead and help you to be first!

# Be First with Continental Girbau Solutions and Services.

## In-Store Equipment & Technology

### ExpressWash® Washers & ExpressDry® Dryers

Continental® ExpressWash® Washers and ExpressDry® Dryers — freestanding machines that don't require bolt-down to reinforced concrete foundations — help set your laundry apart, while maximizing profits. ExpressWash Washers generate extract speeds over 400 G-force — removing significantly more moisture from every laundry load. In turn, they cut resulting dry time by up to 50 percent for a faster wash process, quicker customer turnaround and savings on natural gas costs.

### Large Capacity — Choose the Right One

As a vended laundry owner, it's important to have more than just one large washer-extractor with 80- to 130-pound capacity on your business floor. You need have an offering beyond what the typical home or apartment washer can provide. Large-capacity washers help you to stand apart from the competition, are more profitable than smaller washers, and attract both traditional and non-traditional customers — allowing you to appeal to your entire demographic. Carefully selected, large-capacity washers can positively impact your business for years to come.

### Express Clean® Automatic Chemical Injection

Express Clean works seamlessly and automatically with washers with automatic chemical injection capabilities. Self-contained within a transparent cabinet, Express Clean automatically injects detergents, softeners and brighteners, or sanitizers, into the wash cycle at the perfect moment during the wash process.

### Sanitization of Laundry Loads

Ensure the peace of mind of your customers with sanitized laundry loads. Continental vended washers are compatible with automatic chemical injection and ozone in order to kill 99.9 percent of viruses, bacteria and molds in laundry loads.

### ProfitPlus® Control

The ProfitPlus® Control brings more washing options and cycle features to the customer and offers owner programmability for total control over cycle variables and vend prices. It allows the customer to add an EXTRA WASH, EXTRA RINSE and/or EXTRA SPIN on top of the primary cycle options. Every time a customer selects an "EXTRA" it adds to total vend price — boosting store revenue.

### ProfitPlus Control with EXTRA SANITIZE Upgrade Kit

The ProfitPlus® Control upgrade kit with EXTRA SANITIZE makes it easy to interface with, and monetize, automatically injected sanitizing chemistry or ozone. So whenever a customer selects the EXTRA SANITIZE option, their laundry load gets an extra shot of sanitization.



#### Washer-Extractors

- 3-Year Limited Parts
- 10-Yr Key Component
- 4-Yr Bearing Labor Warranty

#### Drying Tumblers

- 3-Year Limited Parts Warranty

# Vended Laundry Innovations,

## Growing Your Services

### Wash/Dry/Fold & Commercial Laundry Services

Continental works to help you broaden services, revenue, results and profits. We continually roll out new technologies, informational guides and training on the development of wash/dry/fold and commercial laundry services.

#### Step 1



##### Launch Wash/Dry/Fold

- Maximize usage of current equipment & employees during slow hours
- Cater to young professionals & families

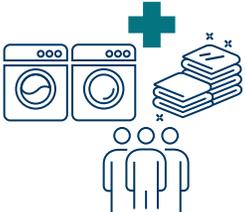
#### Step 2



##### Designate Space for Commercial Work

- Add staff to process full-service work
- Designate space to process & store commercial work
- Establish pickup & delivery services
- Cater to small commercial businesses

#### Step 3



##### Install On-Premise Washers & Dryers

- Harness programmability of on-premise washers
- Easily clean and process hard-to-clean oils & stains
- Increase commercial accounts business

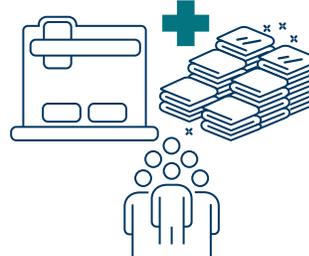
#### Step 4



##### Add a Flatwork Ironer

- Add capability to finish sheets and table linens
- Pursue new customers needing ironed bed & table linens
- Take on larger accounts

#### Step 5



##### Establish a Commercial Laundry Plant

- Outfit a separate building with specialized equipment
- Include on-premise laundry washers, dryers & ironers
- Consider adding folders & finishers

## Express Laundry Center<sup>®</sup>

### A Turnkey Vended Laundry Brand

If you don't want to recreate the wheel by developing your own laundry brand and store concept, then go with a nationally proven and turnkey Express Laundry Center<sup>®</sup>. This complete store solution teams highly efficient, high-speed laundry equipment and multiple services with local marketing and management support. With hundreds in operation across North America, the Express Laundry Center brand ensures customers can wash, dry and fold their laundry in 60 minutes or less. Express Laundry Center is NOT a franchise or a corporate-owned brand, so it's free of any related fees or red tape. Questions? Contact your GNA distributor today!



# 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.



## 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 (USGB), a 501(c)(3) nonprofit that developed the Leadership in Energy and Environmental Design (LEED) Green Building Rating System.

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A GIRBAU NORTH AMERICA BRAND