

CLS&S NEWS

COMMERCIAL LAUNDRY NEWSLETTER SPRING 2020

Change with the times? Or remain a Quarters only Laundromat?

Have you noticed that a lot of people are carrying less or no cash today? This has ramifications on the attractiveness of your laundromat to your customers both now and in the future. More and more people are carrying only credit cards along with a cell phone.

With a quarter only laundromat, they have to look for an ATM before they can do laundry.

CLS&S has a solution for this!

The Laundry Boss – is a system that can be retrofitted on most existing laundromat equipment and will allow the option of “phone pay” from an account on the customer’s phone, and still accepting quarters from those that do not wish to make a complete transition. There are no expensive credit card or loyalty card readers required on each piece of equipment.

The cost of this basic system is less than you think. Call us for a quote. Of course, you can add credit and debit card kiosks, point of sale systems for “wash, dry & fold”, as well as a kiosk that will dispense quarters along with accepting credit and debit cards, as well as cash.

It is not too soon to start thinking about this. 20 – 40% of laundromat users are comfortable with using this form of payment and that percentage will only grow over time. Within the next five or so years the number will be well past 50%. That is a lot of revenue to let pass by!



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Please see included double sided flyers for Limited Time Speed Queen Equipment and Finance Offers!

To keep up with all current information - like us on Facebook! <https://www.facebook.com/CommercialLaundrySandS/>



Speed Queen

Introduces new Vended Soft-Mount Washers!

Great News! Larger sized washers that can be installed on 4" to 5" of concrete. [Even over a basement!](#)

Customers want to get in and out of a laundromat as quickly as they can. Time is valuable to them. If there is a choice of doing laundry in 1 hour vs taking 1 ½ hour or more to clean their laundry they will usually travel further and pay more to use the laundromat that is fastest.

Most new hard-mount washers have a final spin of 200 G-force. This makes it possible to wash and dry laundry in 1 – 1 ¼ hours in most cases. However for hard-mount washers that have 40# capacity or larger there must be 6" – 10" concrete thickness under and around where the machine sits. The new Speed Queen soft-mount washers have a suspension system to absorb the higher G-force instead of sending it into the floor like is necessary for the hard-mount machines and spin out at up to 400 G-force, removing even more water from the garments and shortening drying time. **Even larger Speed Queen soft-mount washers can be installed on a normal concrete floor or even over a basement.** If you have a typical laundromat that does not have more than 4" or 5" thick concrete floor but would like to offer a faster laundry process to your customers, without cutting out old concrete and pouring it thicker, then the Speed Queen soft-mount machines are the easy answer. This is especially true if you already have a Speed Queen store and want to keep it all Speed Queen. **Call us for more information.**

Speed Queen is offering very attractive financing options for replacing washers and dryers until the end of June. (See the enclosed flyers.)

We also sell Continental vended soft-mount washers. If you have a Continental store, or want to consider Continental soft-mount washers, **please call us today for more information!**

Other benefits when considering soft-mount machines for your laundry:

- Saves on utilities and employee time on Wash/Dry/Fold
- Faster throughput can mean more turns per day on your equipment
- If you are renting your building, you can take your equipment with you when/if you leave
- Customers feel a renewed sense of ownership when you upgrade your laundry
- The Quantum Touch machine is the most state-of-the-art equipment in the industry
- You can take coin or phone app with Speed Queen Insights, and manage your business from anywhere in the world that has internet

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