

WHAT'S INSIDE





WHY INVEST IN LAUNDRY?

When looking to grow wealth, many of us turn to traditional investments like stocks, IRAs, and real estate. But those can be risky, especially when the economy becomes volatile.

For Investors with an entrepreneurial spirit, owning a vended laundry can be an ideal investment. Vended laundry stores weather tough economic times with ease and, in fact, often do better when the economy struggles because more people become renters.

Known as coin-op, self-serve, vended, or laundromats – vended laundry stores are among the most flexible and easy to operate small businesses in the market. Because they can be so easy to manage - especially with new remote connectivity options - many owners are running their businesses as a side hustle to their primary job, or into retirement to supplement their other investments.

SMART INVESTORS ARE LOOKING AT LAUNDRY AND FOR GOOD REASON:



High ROI Potential

20% - 35% ROI on cash invested*



Average Annual Cash Flow \$15,000 - \$300,000**



Long-Term Leases

Up to 25 years**



Large Renter Population

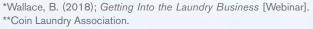
Over 1/3 of American households are renters[†]



A Multi-Billion **Dollar Industry**

30,000 coin laundries generate nearly \$5B annually in gross revenue**









CONNECT WITH EXPERTS WHO KNOW LAUNDRY



COLLABORATE WITH A DISTRIBUTOR WHO KNOWS YOU

Your Distributor is your go-to source to buy and service the equipment at your store, and they'll help you figure out just what ma hines you need for your customers. But you can work with your Distributor before your investment to get expert industry knowledge that can shape the profi ability of your store. Most Investors and Owners find that they main ain strong relationships with their Distributors for consultation throughout the life of the business.

MARKET INSIGHTS

Your Maytag® Commercial Laundry Distributor's knowledge will help you as you plan your investment growth:

Demographics

Ask them how to get a 1 - 3 - 5-mile demographic report. This will help you analyze the area and determine if the demographic can build and sustain a successful laundry business.

Competitive Analysis

Research your competition and gather information such as proximity to your business, store hours, services offered, and vend prices. You don't want to saturate the market, but you can set yourself apart and add extra services to your customer base.

Industry & Product Expertise

Tap into their know-how on product positioning for accessibility and workflo as well as the right mix of equipment that will meet your store's specific needs A Distributor will facilitate product purchasing, assist in equipment installation, train on equipment usage, and service equipment in a timely manner.

FIND A LENDER WHO SPECIALIZES IN LAUNDRY

Funding is the most critical component of starting any business and getting pre-approved for financing is a smart first step. he search for the right lender might feel daunting, but a great way to narrow the field is to look for lenders who understand the laundry business. This lending focus allows the lender to provide you with valuable insights into operations, cost, and valuation. Because success for you means their own investment paid off, lenders will do their due diligence in the financing process. A great place to start looking? Consult with your Maytag Distributor. They know both the lenders in your area and the national marketplace, and can provide recommendations and references.

GET QUALIFIED

With all of the questions you may have about starting a laundry business, how much money you need to get started – and how to qualify for a loan – may be the biggest. A good rule of thumb is to put down appro ximately 30% – 35% of the entire project – this includes equipment, inst allation, and leasehold improvement costs.

An A credit rating will get you the fastest funding at the lowest rates. To get approved quickly, you should have a net worth of two to three times what you're looking to borrow, a FICO score above 650, and a minimum of two years of business experience. If you have a lower credit score and there's a reasonable explanation, talk to your lender — you may still qualify.



07



BUY VS. BUILD

You can be successful with either a new build or purchasing an existing store. The big difference? A new build requires more capital upfront and it will take a few years to see a return on your investment. Purchasing an existing store can provide you with an investment already proven to perform well and allow you to make capital investments over time.

BUYING INCLUDES



Identifying and purchasing an existing laundry business



Currently installed and operational equipment



An established customer base

BUILDING INCLUDES



Buying or leasing a storefront



Constructing from scratch or retrofitting a storefront



Installing new equipment

Buying takes out much of the investment guesswork:

- You'll have access to profit performance, making lending easier to attain
- You have room to grow profits by retooling ma hines or adding amenities and services
- Building renovations and business model changes can be made over time

Building new can invigorate a market:

- Areas with renter population growth are prime candidates
- New locations can accommodate additional services to meet market needs
- You can customize to your needs and preferences with the right amount of capital
- Opportunity to install latest trends in infrastructure for connectivity

LOCATION, LOCATION, LOCATION

What's true in real estate is true in business: location matters. Choosing a site for your self-service laundry is an important part of your investment and can help determine the success of your business. Competition, traffic, and clientele will all play a par in your profit. In fact, the California Coin Laundry Association estimates that 80% of your customers will hoose your store because of its location.* Before investing, take time to consider location and don't hesitate to ask your Distributor for their input.

When doing neighborhood research, look for these indicators that will drive traffic to your store:

- Higher number of rental homes or apartments
- · Large families with children
- Seniors and/or students
- Easy access to property, either by walking or driving

When researching the vicinity, consider these questions:

- Is the location easily visible from the road?
- Is there ample parking space and adequate lighting?
- Is the parking lot easy to navigate?
- Are there other need-based stores nearby to draw traffic?



WHEN TO UPGRADE MACHINES

Sometimes there's no single reason to upgrade (or retool) your equipment. But don't let the fear of a large financial inves ment scare you off – beyond the price of mac hines you will see the benefits of cost avings over time. Here are just a few reasons it might be time to retool your store.

FACTOR BENEFIT

High number of service calls	New equipment includes a warranty
Increased utilities	New machines are more efficien
Lost business during high traffi	Maximize floor space with more or larger ma hines
Some machines aren't getting any turns	Balance your machine mix with larger capacities
You've got competition	Take the lead and offer a better, more reliable experience
New features can be monetized	Flexible pricing can help you leverage cycles and options
Outdated controls are losing potential profit	Charge more per load with larger capacities
Looking to attract customers	A modern look appeals to new customers
Technology advancements	Connectivity opportunities include remote management and detailed diagnostics

MARKETING YOUR STORE

Unless you're the only store in a small town, you're going to have competition – and a good advertising plan will bring in customers and help create loyalty to your store brand. You don't have to spend a lot on advertising, but there are some simple and inexpensive ways to promote your store and capture return customers.

NEW AND RETOOLED STORES

Signage

Having signage on your store exterior is the simplest way to drive traffic. Add lighting and include roadside signage to increase visibility.

Host a Grand Opening/Reopening

You can create a strong buzz in your neighborhood with large banners, flyers, direct mail, and coupons.

ONGOING PROMOTIONS

Coupons and Special Pricing

The right deal can do more than draw in customers, it can increase your profit. ime-of-Day and Day-of-W eek pricing could draw in customers during slow periods and free up machines during busy times.

Loyalty Cards

Whether you discount by the cycle or by the visit, customers will be motivated to earn free time on your machines.

Post on Social Media

Posting is free, but you can also pay social media platforms to promote and boost traffic on your posts, extending your rea h beyond your regular followers.



CONNECTIVITY GIVES YOU CONTROL

Connectivity is nothing new in the workplace, especially as remote workers become a convenient solution and a cost savings for corporate offices. Just like in traditional offices, there s a huge benefit for being connected in vended laundry stores. First, we're seeing opportunities for your customers – c hecking on the status of a laundry cycle, paying automatically, and scheduling machines.* But it won't just improve the customer experience; it can revolutionize management for the Store Owner by providing equipment data and allowing remote management.

NEXT-LEVEL MANAGEMENT

With a WiFi-enabled system, you can manage your store in real time, even when you're away. Connectivity puts many machine functionalities at your fingertips, keeping you in the driver's seat of your operation, whether you connect via smartphone, tablet, or desktop computer.



Build Profit Drivers by Managing Ma hine Pricing

Adjusting overall pricing for your demographic is just the start – cycle modifiers allow you to individually price cycle options to create more opportunity for increased profits. hink about optimizing revenue by modifying machine prices according to business hours and traffic – busier hours can sustain higher prices, while slower operating hours benefit from more attractive rates



Leverage Traffic rends by Tracking Equipment Usage

You can stay informed about when your store is the busiest and which machines are used the most. Tracking usage can allow you to schedule staffing, accurately sto k amenities and supplies, and provide a machine mix that best fits your customer traffic



Gather Information That Can Strengthen Business Decisions

Inclusive reporting capabilities will provide you the data you need to stay up to date with the performance of every machine. Revenue reports by cycle, specific time frames, or ma hine totals can help improve business decisions.



Monitor Your System for Controlled Overhead

Real-time notifications can potentially decrease downtime and help streamline maintenance with intuitive diagnostics that help pinpoint focus areas for service technicians. Receive diagnostics, notifications, and alerts for maintenance or needed service wherever you are.









MORE THAN MACHINES

As you build and grow your business, your customers will rely on you for machines that always work, always clean, and are always dependable. But we know your success comes from more than just the Maytag® Commercial Laundry machines in your store. So, we collaborate with your Distributor and provide them with first-class resources to better serve you – because supporting your Distributor supports you, too.



Unique Relationship

When it comes to getting you the right machine mix, your Distributor has received elite guidance on every Maytag® Commercial Laundry model. Your Distributor can match the perfect models and mix for your customer demographic and maximize your store layout.



Service and Support

Your Distributor knows every
Maytag® machine inside and out.
We provide valuable education
that allows your Distributor to
manage, service, and troubleshoot
equipment on the spot.



Limited Warranties

Maytag® Commercial Laundry backs our products with compelling limited warranties,* giving you peace of mind. If you should need to use it, your Distributor can address your warranty needs by accessing a support team for you.





Neighborhood demographics help determine the ideal number of machines to have, and your Distributor will help you determine what is best for your store. But as a starting point, the average store size ranges 2,000 – 2,499 sq. ft. and has an average of 32.1 washers and 27 dryers, according to the Coin Laundry Association.* You'll want the maximum number of machines to provide the number of turns per day (cycles per machine) that get you the desired return on investment.

When it comes to the ratio of washers to dryers, think in terms of machine poundage. As a rule of thumb, for every 1,000 pounds of total washer capacity, you should have approximately 1,250 pounds of dryer capacity, or a 1 to 1.25 ratio. For example: for each 50-lb washer, you should have two 30-lb dryers.

KNOW YOUR EQUIPMENT

Front-load, top-load, multi-load, and st ack machines all provide their own benefits and profit margins, but they also serv different customers and laundry types. When thinking about what machines you'll carry, consider not only how many but which type are the best fit for your customers



MULTI-LOAD WASHERS

Extra-large capacities do more laundry in less time, allowing for more turns and more potential revenue.

- Rigid- and soft-mount options
- A variety of capacity options
- Average price per wash: \$3.91 for a 30-lb wash-\$6.21 for an 60-lb wash*



MULTI-LOAD STACK DRYERS

Double capacity in the same footprint to maximize space.

- Microprocessor controls help you monitor the machine
- Reverse tumbling helps minimize tangling and wrinkles (select models)
- Average price per 7-minute dry cycle: \$0.25 for a 30-lb dryer*



DRYERS

While most vended stores stock multi-load stack dryers to optimize floor space and productivit, you can select from a range of dryer types, including single-load and stack units.



FRONT-LOAD WASHERS

Designed with the capacity to handle bulky items, the reliable front-load washer is an ideal choice for steadfast, consistent results, even with tough loads.

- Capacity that handles bulky items
- Flexible controls help create opportunities for profi ability
- Average price per wash: \$2.65-\$3.27 (depending on capacity)*



TOP-LOAD WASHERS

Top-load washers are a traditional format that still have a customer base who enjoy using them — especially seniors and students who run smaller loads.

- Traditional Deep-Water Wash delivers an optimal clean
- Flexible controls to help maximize revenue opportunities
- Average price per wash: \$2.19*









MULTI-LOAD WASHERS

Maytag® Multi-Load Washers are built to handle the harsh, daily demands of commercial use – but the interface is designed for an easy, user-friendly customer experience. Adding a card payment system to these models will benefit a younge, urban customer who is unlikely to carry cash – as well as streamline your accounting.



CONFIGURE TO YOUR NEEDS

Get exactly what you need for your store. Configurations include capacit, rigid- and soft-mount, and payment options.

BUILD YOUR REVENUE STREAM

Revenue-generating controls allow flexible cycle options that provide you with the opportunity for more turns – set pricing down to the cycle the customer chooses to leverage utility expenses and time-of-day pricing.

CONTROL WITH CONNECTIVITY

A WiFi-enabled system and Maytag Connect 360°™ Technology* keep you up to date with machine performance so you can manage your store in real time, even when you need to be away. Know how your machines are performing, schedule any needed maintenance, and keep your business running at full capacity.



Screen image simulated.

EASY TO USE

This washer gives users a full-color LCD interface with simple, intuitive screens to guide them through the various settings while encouraging a more seamless laundry process. Plus, customers have the ability to select a preferred cycle and option based on individual wash needs.



SPEND LESS TIME DRYING

Customers won't notice the up to 200 – 400 G-forces[†] that deliver powerful, consistent spin-out performance – but what they'll appreciate is clothes that have optimal water extracted for ideal dry times.



OPTIMAL WASH PERFORMANCE

The Maytag® Multi-Load Washer is designed to continually handle heavy loads of laundry with consistent performance.



AVAILABLE FINISHES:

Stainless Steel

120V AVAILABLE

(Up to 30-lb capacity)

PAYMENT OPTIONS:

Card Reader Ready
Coin Equipped
Electronic Programmable Mechanism
Canadian Dual Drop / Dollar & Quarter

AVAILABLE CAPACITIES:

Rigid-Mount: 20-lb, 25-lb, 30-lb, 40-lb, 55-lb, and 65-lb

Soft-Mount: 20-lb, 30-lb, 40-lb, 55-lb, and 65-lb

DIMENSION RANGE:

Height: 43.8" – 55.5" Width: 26.0" – 38.2" Depth: 27.0" – 43.7"

MYR55PD

27

MULTI-LOAD STACK DRYERS

You'll gain twice the drying capacity in the same space as a single unit with stack dryers. Overall, multi-load stack dryers promote efficient turnover by providing dryers with dual large-capacity lint drawers that allow more airflow t pass through and help dry clothes evenly. Dryers with a radial airflow have a proven performance with optimal dry times due to higher BTU and airflow burners, while axial airflow dryers are designed for consisten . A trans-axial airflow system combines the best of both systems for a qui k dry.



MLG31PCCWW

TRADITIONAL LINE

CUSTOMIZE PRICING

Programmable controls let you adjust pricing at the touch of a button while the microprocessor coin-drop helps prevent acceptance of counterfeit coins (slugging).

HANDLES MORE LAUNDRY AT ONCE

Keep laundry moving with machines designed to match double and triple loads from front-load washers and dry big, bulky items. Plus, the extra-large door opening makes loading and unloading easy.

BUILT FOR BUSINESS

Meet your traffic demands with tough parts: heavy-duty enclosed motors, permanently lubricated bearings, and a rear belt drive system keep running at the speed of your customers.

OUTSTANDING USABILITY

Designed to get the job done and keep your customers coming back, the Thermo-Gard™ System helps prevent laundry overheating, while the extra-large door openings and time remaining digital display makes operation a snap.



AVAILABLE FINISHES: Stainless Steel

PAYMENT OPTIONS:

DIMENSION RANGE:

White

Coin Equipped

Height: 78.25" - 81.0" Width: 29.75" - 34.25'

30-lb, 45-lb

AVAILABLE CAPACITIES: AIRFLOW: Trans-Axial Depth: 42.75" - 53.35"

ENERGY ADVANTAGE™ LINE

ENHANCED DRYING ACTION

The axial airflow system helps increase efficiency and turn over the life of the machine, while the single-phase reversing drum helps reduce tangles and wrinkles in bulky loads.

RUN BUSINESS AT MAX CAPACITY

Quickly identify an issue and get the machine back into service with self-diagnostic microprocessor controls.

HELP PROTECT FABRICS

The Thermo-Gard $^{\scriptscriptstyle{\mathsf{T}}}$ System monitors temperatures and helps prevent overdrying.

MADE TO HANDLE HEAVY TRAFFIC

Heavy-duty roller suspension and permanently lubricated bearings are built to provide consistent and dependable drying, cycle after cycle.



AVAILABLE FINISHES: Stainless Steel

AVAILABLE CAPACITIES:

PAYMENT OPTIONS: Coin Equipped

AIRFLOW:

*See maytagcommerciallaundry.com for warranty details.

DIMENSION RANGE:

White

Width: 31.13" - 34.25"

35-lb, 50-lb 100% Axial Depth: 39.63" - 56.54"

Height: 80.38" - 81.75"



MLG35PDBWS

29 *See maytagcommerciallaundry.com for warranty details.

ADDITIONAL DRYER OPTIONS

MULTI-LOAD DRYERS



MDG35PDBWW

OPTIMIZE EFFICIENCY

Help manage utility costs and still offer fast, effective drying for efficient turnove



AVAILABLE FINISHES:

Stainless Steel White

AVAILABLE CAPACITIES:

35-lb, 50-lb, 75-lb

Height: 67.0" Width: 31.13" Depth: 40.43"



MDG30PCDWW

HEAVY-DUTY MOTORS

Heavy-duty, powerful motors are designed to handle extra-large loads with ease.



AVAILABLE FINISHES:

Coin-Drop White Equipped

PAYMENT OPTIONS:

AIRFLOW:

Axial

AVAILABLE CAPACITIES:



MDG76PCCWW

FAST DRYING

Radial airflow provides fast moisture removal to help dry large loads and bulky items using higher BTU burners and higher airflow burners



PAYMENT OPTIONS:

Coin-Drop Equipped

AIRFLOW: 30-lb Radial

Height: 72.0" Width: 31.38" Depth: 43.0"

AVAILABLE FINISHES:

Stainless Steel White

Equipped AIRFLOW:

Radial

Coin-Drop

PAYMENT OPTIONS:

AVAILABLE CAPACITIES: 75-lb

Height: 84.29" Width: 46.19" Depth: 36.0"

*See maytagcommerciallaundry.com for warranty details.

SINGLE-LOAD DRYERS



BUILD YOUR REVENUE STREAM

Like the matching MAT20 washer, this dryer has simple programming and setup options that allow adjustable cycle prices, cycle times, and vend counts that put you in charge of profits

MDE20PDAYW

AVAILABLE FINISHES:

AVAILABLE CAPACITIES:

White

7.4 cu. ft.



PAYMENT OPTIONS:

Coin Ready Card Ready (60Hz only)

FUEL TYPES: Gas. Electric

DIMENSION RANGE:

Height: 41.0"- 43.0"** Width: 27.0" Depth: 29.25"

AVAILABLE FINISHES: White

MDE28PDCYW

AVAILABLE CAPACITIES: 6.7 cu. ft.

SIMPLE

PROGRAMMING

optimal performance.

With microprocessor controls,

setup takes minutes and allows

you to take control of your revenue

with the ability to individually price

cycles and cycle times. Pair with

the MHN33 front-load washer for

PAYMENT OPTIONS: Coin Ready Card Ready

FUEL TYPES: Gas. Electric

Turbovent® Dryer Technology

AIRFLOW:

DIMENSION RANGE: Height:

39.25" - 45.75"** Width: 27.0" Depth: 29.0"

SINGLE-LOAD STACK DRYERS



EASY PROGRAMMING

Setup is intuitive with easily programmable controls that also allow you to customize pricing.



MLG27PDBWW

AVAILABLE FINISH:

HELPS REDUCE DRYING TIMES

Turbovent® Dryer Technology uses a high-speed blower wheel which optimizes performance in long vents, while high airflow helps reduce drying times for a wide variety of loads.



MLG26PRBWW

AVAILABLE FINISHES: White

7.4 cu. ft.

Coin Ready (60Hz only) Card Ready

AVAILABLE CAPACITIES: (60Hz only)

> **FUEL TYPES:** Gas, Electric

PAYMENT OPTIONS: Also available with window

DIMENSION RANGE:

Height: 74.25" - 76.75" Width: 27.0" Depth: 29.0"

AVAILABLE CAPACITIES:

White

7.4 cu. ft.

PAYMENT OPTIONS:

Coin Ready Card Ready (Gas only, 60Hz only)

FUEL TYPES: Gas. Electric AIRFLOW:

Turbovent® Dryer Technology

DIMENSION RANGE:

Height: 74.25" - 76.75"

Width: 27.0" Depth: 29.0"

^{*}See maytagcommerciallaundry.com for warranty details.

^{**}Includes height of metercase.

FRONT-LOAD WASHERS

Customers love the convenience of front-load washers and trust them to get their loads done effectively. You'll see an increase in demand in spring and fall as families wash bedding, coats, and clothes as they swap out for change-of-season and storage.



PROVEN DEPENDABILITY

The DuraCore Drive System is designed and tested to run 15,000 cycles.*

STRENGTH OF SYSTEM

A shock-resistant, die-cast trunnion and robust drive shaft provide additional strength to the overall drive system and basket structure.

TAKE ON UNBALANCED LOADS

Advanced Spin Technology delivers accurate cycle times and optimal performance with unbalanced loads.

CLEANING PERFORMANCE

The TurboWash™ System provides optimal cleaning performance when water is lifted from tub base through baffle holes, then showered through the load during agitation pattern.

EXTRA CLEANING POWER

The PowerWash® Cycle provides extra cleaning power with more agitation time, hotter water, and extra rinses.

PAY FOR THE RIGHT CLEAN

Intelligent Controls with M-Series Technology deliver ease-of-use for customers to choose the cycles they want.



AVAILABLE FINISHES:

White

AVAILABLE CAPACITIES:

3.1 cu. ft.

PAYMENT OPTIONS:

Coin Ready Card Ready DIMENSION RANGE:

Height: 37.8" - 44.68"

Width: 27.0" Depth: 28.8"

MHN33PRCWW

STACK WASHER/DRYER: HALF THE SPACE, ALL THE PRODUCTIVITY

When you have constrained space, stack machines maximize productivity by using existing hookups for installation and optimizing customer usability of controls. With all the washer features of the MHN33, the added dryer doesn't take up extra space in your store.



MLG22PDAWW

OPTIMAL PERFORMANCE

Featuring a 6-point suspension system, accelerometer, Progressive Spin Logic, and an optimized pump routine, Advanced Spin Technology helps deliver accurate cycle times and optimal performance for all load types.

HELPS REDUCE DRYING TIMES

Turbovent® Dryer Technology uses a high-speed blower wheel which optimizes performance in long vents, while high airflow helps reduce drying times for a wide variety of loads increasing efficiency and turns over the life of the ma hine.

AVAILABLE FINISHES:

White

PAYMENT OPTIONS:

Coin Ready Card Ready

AIRFLOW:

Turbovent® Dryer Technology

AVAILABLE CAPACITIES:

3.1 cu. ft. (washer), 6.7 cu. ft. (dryer)

DIMENSIONS:

Height: 74.0" Width: 27.0" Depth: 29.5"



^{*}Based on 11-lb load, 34 min. timed cycle, Heavy Soil.

^{**}See maytagcommerciallaundry.com for warranty details. †Includes height of metercase.

TOP-LOAD WASHERS

Machines like the Maytag® MAT20 have enhanced controls that allow you to customize the machine for cycle pricing, cycle times, and vend counts. This gives you the opportunity to maximize your revenue while your customers enjoy the simplicity of the one-touch cycle selection.



35

STRENGTH FOR TOUGH **ENVIRONMENTS**

A heavy-duty cabinet has the craftsmanship needed to give you peace of mind for your high-demand commercial environment.

BUILD YOUR REVENUE STREAM

Revenue generating controls allow you flexible cycle options that provide the opportunity for more turns – step-by-step setup c hoices make it easy for you to set individual cycle prices, cycle times, vend counts, and much more.

RELIABILITY AND CONSISTENCY

The drive system features a robust design that delivers reliability and consistency, wash after wash.



TRADITIONAL PERFORMANCE

The traditional agitator alternates between four distinct wash patterns and has three deep-water wash cycles to meet individual load needs while providing extraordinary wash performance.



Screen image simulated.

INTUITIVE-TO-USE **CONTROL PANEL**

Controls offer easy cycle selection, while the display clearly conveys prices, selections, and time remaining.



SERVICEABILITY

The console can be easily removed with just two screws allowing access to the control panel, while built-in, easy-to-use diagnostics help servicers identify problems and get the machine back to peak performance quickly.



AVAILABLE FINISHES:

White

PAYMENT OPTIONS:

Coin Ready Card Ready (60Hz only)

AVAILABLE CAPACITIES:

3.27 cu. ft.

DIMENSION RANGE:

Height: 42.5" - 44.5"**

Width: 27.0" Depth: 26.0"

*See maytagcommerciallaundry.com for warranty details.

36 **Includes height of metercase.





Ready to learn more? Get in touch with a WASH Commercial Laundry Sales Representative today!

Call 800.236.5599 or visit wash.com/laundromats

Limited sales territory. Call for details.

