

 **Speed Queen®**



SQ VENDED LAUNDRY SOLUTIONS

Speed Queen

Speed Queen as the primary vended brand in Australia

- Speed Queen is the primary vended laundry brand for Alliance Laundry Systems. As such Speed Queen have the latest technology encompassing machinery structure and longevity and also networking and software applications.
- Speed Queen is geared not only to the business owner, but also to the end user. Speed Queen recognises that the end users experience is paramount and by gaining return customers (end users) and capitalising on the customer experience, they ensure the business owner is able to grow their investment.
- Our laundry professionals will provide you with all of the tools and services to position you for success. We offer a complete design service from concept to creation of laundry layout, visualisation, regulation requirements, machine specification, and cost analysis.
- Our commitment to delivering the best equipment to our customers is maintained through the strength of our relationship with our sole supplier Speed Queen based in Wisconsin, USA.

Worldwide assistance

- Speed Queen has literally tens of thousands of laundrettes all over the world.
- Their in-house recipe for success is one we have been able to modify and duplicate for Australia.
- Speed Queen have a full design team dedicated to creating plans and designs for laundrettes. They can create the CAD drawings for services (plumbing, electricity, drainage and ducting) which all hastens the process of putting in the laundry.

Why deal with us?

We are dedicated to investing in a large holding of Speed Queen products and creating a modern chain of Speed Queen Laundrettes.

There are a number of reasons for this:

- We believe in the concept of the laundrette and we know that the time is right to grow this business in Australia.
- Having our own Speed Queen branded laundrettes increases our brand awareness and assists in other areas of our business such as retail and the industrial side.
- We know that Speed Queen is the primary vended brand in Australia and as such we know we are the leaders in this industry.
- We firmly believe that we can't sell something we don't do ourselves. We are the only laundry distributor that is prepared to "put out money where our mouth is" and invest in our own product. This enable our customers to learn from our mistakes and be guided by our successes.
- We have a good formula for success and are happy to share this information when you align with Speed Queen Equipment Sales We also have gone through the trials and tribulations of putting in laundries and therefore encourage you to learn from our mistakes.
- By working alongside us, we are able to protect your investment.

Speed Queen product

- Speed Queens fleet of Coin Operated Equipment places an emphasis on energy and water efficiency. They are designed for high-volume, revenue generating applications where security is critical.
- As the undisputed leader in this facet of commercial laundry service, we can help with location selection and design through to business plan consultation.

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How does the design process work?

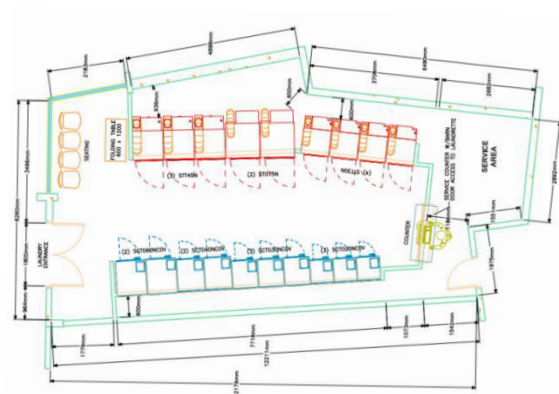
ENVISIONING THE DESIGN

The first step is getting a general idea of what you want the laundry to look like. A site inspection by Speed Queen Equipment Sales team of professional will enable the beginnings of your laundry design.

The final product is a great tool to convince landlords (and later local councils) that it is a professional operation that will be a long-term tenant who delivers added value to the suburb.

WHAT'S INCLUDED IN THIS INITIAL PLAN?

- General layout and placement of equipment
- Service areas and requirements
- Customer seating and lounge areas
- Vending machines
- Soap dispensers and bill changers
- Folding areas
- Restrooms
- Window and door locations
- Utility rooms
- Drop-off/Service counter areas (as requested)



PLANNING FOR THE FUTURE

Once your mix of equipment has been determined, it is recommended a Utility Schedule be created.

WHAT'S INCLUDED

- Equipment listing
- Drain outlet size(s)
- Gas pressure, input and connection size
- Voltage listing
- Full load amp drawing and circuit breaker size
- Dynamic load specifications
- Exhaust vent size
- Make-up air requirements
- Hot and cold water inlet size(s) and pressure(s)
- Hot and cold water valve flow



LAUNDRY EQUIPMENT LIST				
QTY	MANUFACTURER	MODEL	DESCRIPTION	QTY
1	SCHNIDCO	300-240/30/14	WASHER-EXTRACTOR	4
2	SCHNIDCO	300-240/30/14	WASHER-EXTRACTOR	8
3	SCHNIDCO	300-240/30/14	WASHER-EXTRACTOR	116
4	SCHNIDCO	300-240/30/14	WASHER-EXTRACTOR	14
5	SCHNIDCO	300-240/30/14	WASHER-EXTRACTOR	18
6	SCHNIDCO	300-240/30/14	WASHER-EXTRACTOR	6
7	SCHNIDCO	300-240/30/14	WASHER-EXTRACTOR	4
8	SCHNIDCO	300-240/30/14	WASHER-EXTRACTOR	110

DRAIN OUTLET SIZE				
QTY	MANUFACTURER	MODEL	DESCRIPTION	QTY
1	SCHNIDCO	300-240/30/14	WASHER-EXTRACTOR	4
2	SCHNIDCO	300-240/30/14	WASHER-EXTRACTOR	8
3	SCHNIDCO	300-240/30/14	WASHER-EXTRACTOR	116
4	SCHNIDCO	300-240/30/14	WASHER-EXTRACTOR	14
5	SCHNIDCO	300-240/30/14	WASHER-EXTRACTOR	18
6	SCHNIDCO	300-240/30/14	WASHER-EXTRACTOR	6
7	SCHNIDCO	300-240/30/14	WASHER-EXTRACTOR	4
8	SCHNIDCO	300-240/30/14	WASHER-EXTRACTOR	110

DYNAMIC LOAD SPECIFICATIONS				
QTY	MANUFACTURER	MODEL	DESCRIPTION	QTY
1	SCHNIDCO	300-240/30/14	WASHER-EXTRACTOR	4
2	SCHNIDCO	300-240/30/14	WASHER-EXTRACTOR	8
3	SCHNIDCO	300-240/30/14	WASHER-EXTRACTOR	116
4	SCHNIDCO	300-240/30/14	WASHER-EXTRACTOR	14
5	SCHNIDCO	300-240/30/14	WASHER-EXTRACTOR	18
6	SCHNIDCO	300-240/30/14	WASHER-EXTRACTOR	6
7	SCHNIDCO	300-240/30/14	WASHER-EXTRACTOR	4
8	SCHNIDCO	300-240/30/14	WASHER-EXTRACTOR	110

ELECTRICAL REQUIREMENTS				
QTY	MANUFACTURER	MODEL	DESCRIPTION	QTY
1	SCHNIDCO	300-240/30/14	WASHER-EXTRACTOR	4
2	SCHNIDCO	300-240/30/14	WASHER-EXTRACTOR	8
3	SCHNIDCO	300-240/30/14	WASHER-EXTRACTOR	116
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6	SCHNIDCO	300-240/30/14	WASHER-EXTRACTOR	6
7	SCHNIDCO	300-240/30/14	WASHER-EXTRACTOR	4
8	SCHNIDCO	300-240/30/14	WASHER-EXTRACTOR	110

ALL MACHINES MUST BE GROUNDED. PROVIDE GROUND SOURCE IN ACCORDANCE WITH CODES.

CONSULT ELECTRICAL CODE FOR LOCAL REQUIREMENTS. USE ONLY 3 POLE CIRCUIT BREAKERS FOR 240 SERVICE. PLEASE REFER TO THE MANUFACTURER'S INSTALLATION MANUAL FOR EXACT BREAKER SPECIFICATIONS.

FOR SAFETY PURPOSES, CORDS MUST BE KEPT AWAY FROM ACCESSIBLE POWER CUTOFF SWITCHES CAN BE PROVIDED FOR EACH MACHINE.

NOTE: THE "AVERAGE HOT WATER USED FOR COLD" FIGURES SHOWN IN THE UTILITY SCHEDULE ARE FOR EACH MACHINE OF THAT CAPACITY AND NOT FOR THE TOTAL NUMBER OF MACHINES. FOR TESTING, AN AVERAGE WATER PRESSURE OF 40 PSI MUST BE USED TO DETERMINE THE WATER USAGE FREQUENCY.

WATER INLET SUPPLY				
QTY	MANUFACTURER	MODEL	DESCRIPTION	QTY
1	SCHNIDCO	300-240/30/14	WASHER-EXTRACTOR	4
2	SCHNIDCO	300-240/30/14	WASHER-EXTRACTOR	8
3	SCHNIDCO	300-240/30/14	WASHER-EXTRACTOR	116
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7	SCHNIDCO	300-240/30/14	WASHER-EXTRACTOR	4
8	SCHNIDCO	300-240/30/14	WASHER-EXTRACTOR	110

NOTE: ALL HOT WATER USAGE FIGURES ARE ESTIMATES. ACTUAL WATER CONSUMPTIONS WILL VARY DEPENDING ON LOCAL WATER PRESSURES, EQUIPMENT CONDITION, NUMBER OF CYCLES AND CYCLE TIMES SELECTED, LOAD SIZES AND THE TYPE OF MATERIALS PROCESSED.

NOTE: WATER CONSUMPTION AND WATER USAGE INFORMATION SHOWN IN THIS UTILITY SCHEDULE ARE ONLY FOR THE WASHING MACHINES. OTHER ITEMS LOCATED WITHIN THE LAUNDRY SUCH AS WATER HEATERS ARE NOT INCLUDED.

GAS INLET SIZE				
QTY	MANUFACTURER	MODEL	DESCRIPTION	QTY
1	SCHNIDCO	300-240/30/14	WASHER-EXTRACTOR	4
2	SCHNIDCO	300-240/30/14	WASHER-EXTRACTOR	8
3	SCHNIDCO	300-240/30/14	WASHER-EXTRACTOR	116
4	SCHNIDCO	300-240/30/14	WASHER-EXTRACTOR	14
5	SCHNIDCO	300-240/30/14	WASHER-EXTRACTOR	18
6	SCHNIDCO	300-240/30/14	WASHER-EXTRACTOR	6
7	SCHNIDCO	300-240/30/14	WASHER-EXTRACTOR	4
8	SCHNIDCO	300-240/30/14	WASHER-EXTRACTOR	110

NOTE: THE RECOMMENDED GAS LINE IS SIZED FOR THE SERVICE ONLY. ALL OTHER ITEMS IN THE LAUNDRY THAT REQUIRE GAS ARE NOT INCLUDED.

PROVIDE 1/2" (125mm) LOOP TO EQUALIZE GAS PRESSURE. GAS CONNECTION TO BE PERFORMED BY QUALIFIED TECHNICIAN IN ACCORDANCE WITH LOCAL CODES.

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EXHAUST OUTLET SIZE				
QTY	MANUFACTURER	MODEL	DESCRIPTION	QTY
1	SCHNIDCO	300-240/30/14	WASHER-EXTRACTOR	4
2	SCHNIDCO	300-240/30/14	WASHER-EXTRACTOR	8
3	SCHNIDCO	300-240/30/14	WASHER-EXTRACTOR	116
4	SCHNIDCO	300-240/30/14	WASHER-EXTRACTOR	14
5	SCHNIDCO	300-240/30/14	WASHER-EXTRACTOR	18
6	SCHNIDCO	300-240/30/14	WASHER-EXTRACTOR	6
7	SCHNIDCO	300-240/30/14	WASHER-EXTRACTOR	4
8	SCHNIDCO	300-240/30/14	WASHER-EXTRACTOR	110

NOTE: THE "AVERAGE HOT WATER USED FOR COLD" FIGURES SHOWN IN THE UTILITY SCHEDULE ARE FOR EACH MACHINE OF THAT CAPACITY AND NOT FOR THE TOTAL NUMBER OF MACHINES. FOR TESTING, AN AVERAGE WATER PRESSURE OF 40 PSI MUST BE USED TO DETERMINE THE WATER USAGE FREQUENCY.

TECHNICAL DRAWINGS

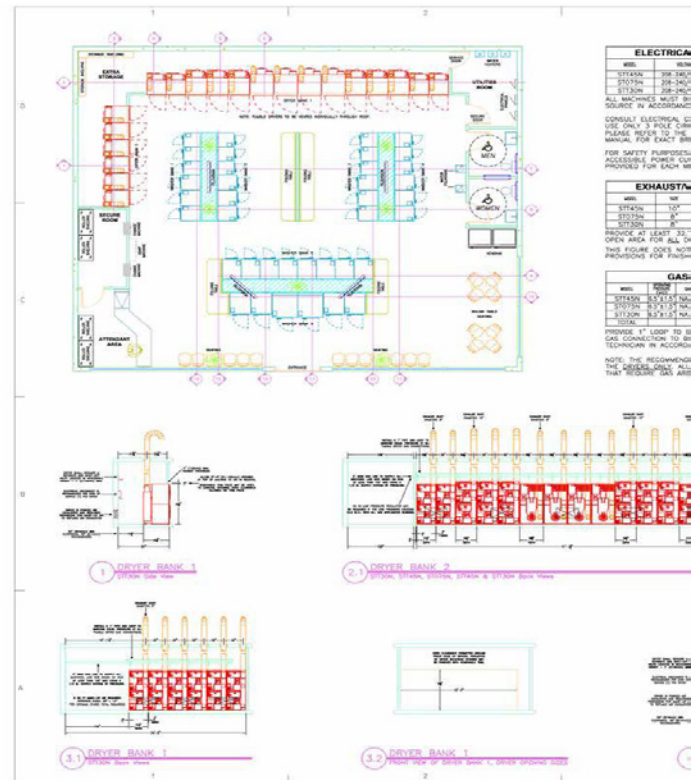
The technical drawings provided by Alliance will assist any architect, engineer or design/built professional in preparing permits and drawings quickly and accurately.

These technical drawings will provide detailed information straight from the equipment installation manuals and applied directly to your laundry facility to give you a clear definition of what is required.

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WHAT'S INCLUDED

- Cover/introduction page
- Approved preliminary drawing
- 3D views of laundry facility
- Full equipment listing
- Rear elevations of laundry equipment
- Side elevations of laundry equipment
- Exhaust size and basic design
- Exhaust penetration locations
- Important exhaust notes from installation manual
- Make-up air requirements and important notes
- Gas connection specifications
- Dryer bank opening dimensions
- Water connection specifications
- Drain connection specifications
- Washer foundation requirements
- Electrical connection specifications
- Bulkhead dimensions
- Washer base frame listings
- Utility connection locations
- Detail back views of equipment



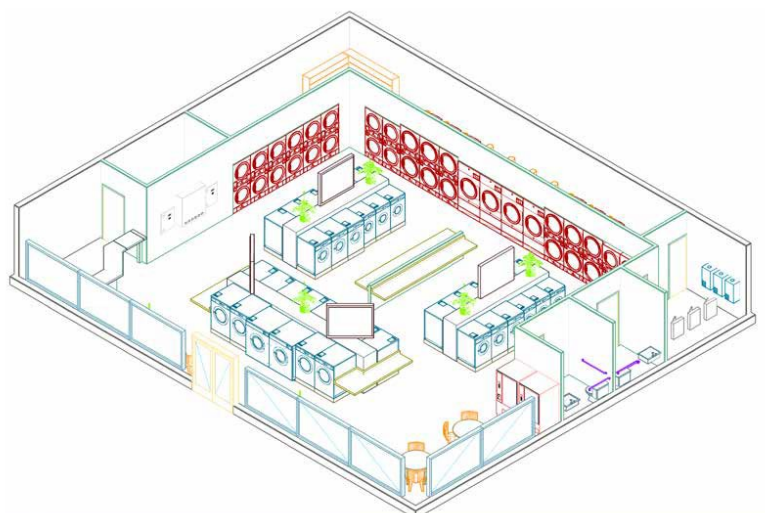
FROM ANOTHER PERSPECTIVE

Visualize your facility taking shape before construction has even started with our 3D View drawing.

The 3D View's representation of height, width, and depth provides a better vision of your finished laundry.

SEE YOUR LAUNDRY COME TO LIFE

- See your laundry facility come to life with the Photo Realistic Renderings!
- These images, completely customizable, showcase your laundry facility in a whole new light. The photo realistic rendering package takes the 3D view of your laundry to the next level by providing realistic, detailed images of how your laundry facility can look.
- Customize such features as flooring, furniture, colour schemes, and accessories to help envision your completed laundry facility.



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See your laundry come to life

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A modern stylish design in Front of House



Practical functionality in Back of House and systems.



Who are Advam?

Every day, ADVAM delivers world leading payment solutions, processing millions of transactions and reservations for clients and their customers – reliably, efficiently and securely.

- Advam's unattended Credit Card hardware and integrated online payment solutions enable clients to engage with their customers online, via mobile or at self-service terminals.
- Designed with the customer in mind, our solutions stand on their own or add even more value as an integrated suite.
- Advam technology is robust, PCI DSS Level 1 compliant, EMV certified and scalable. It's intuitive and simple to use, and it's all underpinned by Advam's ISO 9001 quality management system accreditation.
- With teams in Australia, New Zealand, the UK and with clients and acquiring links to banks in over 20 countries, ADVAM's expertise stretches across the globe.

Advantages of Advam over other suppliers

- ADVAM is a leading payment solutions provider. Providing secure card, online and mobile payment solutions for a wide range of organisations across the globe. From car parks to vending machines!
- 24x7 Australian Support
- Secure payments processed direct to your bank. ADVAM complies to the latest PCIDSS requirements
- Payment terminals are EMV certified to allow fast, contactless payments
- Online Reporting and Administration portal, letting you manage customer payments at any time.

Why one terminal per machine as opposed to a central payment system?

- The combined ADVAM and Speed Queen solution provides a per machine card payment system. This means that if there are any faults, only one machine is impacted and your customers can use an alternative machine within your laundrette.
- If the internet ceases functioning, then the payments will batch and start to filter through when the internet is restored.

What are the benefits of working with Cashless Payment Systems?

Reduce Costs and Increase Revenue

- Significant increase in revenue. Some sites have seen as much as 400%.
- Speed Queen sites that have already implemented the cashless system have seen significant revenue growth.
- Customers upgrade themselves from the lowest priced machine to the most expensive machine.
- Revenue growth achieved across all sites, ranging from 25% to 400% increase in revenue.
- Remove the time lag of coin collection, receive payments direct to your bank and improve cash flow.
- How do we know this? We have them in our own laundrettes.

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Eradicate Vandalism - Theft -Break In's

- By removing cash, vandalism of the coin operating system is removed – removing one of the highest cost impacts in the laundrette business.

No more jammed coins

- With 90% of maintenance frequency relating to coin jams or coin receiver issues, this can have a large impact on the running of your business. With card payments, this issue is removed and all machines can be fully functional.

Remove the security risk and hassle of collecting coins

- The collection of coins can be a potential security risk, but it is also a hassle in gauging how frequently you need to empty the machines. With cashless payments, funds are processed directly to your bank – maintaining regular cash flow, remove the burden of coin collection and the effect of 'missing coins'.
- Staff, of any pay rate, can attend and clean when handling of cash is removed from the role.

Scalability

- Funds are cleared daily.
- Stores can be in different post codes, states or other countries.

Access

- The customer will have their own merchant account in their name, access is only to whom has been authorised by the customer. Authorised personal will have full access to their transactions via a web log in to the Advam Merchant Centre, see pic below.
- Reporting can be as basic as the summary report as shown, or it can be a detailed report down to the minute transactions.
- The detailed report will show what time the machine was started, the machine that was started, the value taken, last four digits of the card used, and the expiry date, and if the transaction was successful, this can all be exported to excel for filtering and further reporting.
- The customer will hold one merchant unattended merchant account with the bank, then each individual site will come under this account. They can all be set up as individual accounts under the one umbrella account.

Refunds:

Refunds are a two click process from any connected device with the sufficient level of access.



Quantum Networking

Think of Quantum Gold as the store manager.

With the ability to wirelessly connect your laundry machines together, the customer (laundrette owner) can program, monitor, audit and diagnose their equipment from any Internet-connected computer, anytime and anywhere. With auto shutdown, customers (end user) can only start wash loads if there's enough time to dry a load before store closing.

Knowing about a potential problem before it happens is priceless! Quantum Gold runs routine diagnostics and sends email notifications for up to 40 warnings to manage maintenance expenses. Plus, audit data offers in-depth store and revenue reports to optimize your financial performance. With fewer employees to manage everyday tasks, Quantum Gold can greatly increase your profitability.

Quantum Gold monitors equipment to deliver in-depth reporting. Providing a comprehensive look at machine specifications as well as valuable business information, Quantum Gold helps understand output average totals, turns per day and revenue details for each machine during specific time periods. It will see which features are making the most money during peak and non-peak periods, and adjust pricing accordingly. With Quantum Gold reporting, the customer can track the laundry performance and make informed decisions to positively impact the bottom line.

It's yet another smart way to improve your profitability with Speed Queen.

Few things irritate customers more than machines that don't work properly - or at all. With up-to-the-date notifications via Quantum Gold, the customer can quickly identify and tend to maintenance issues that may affect efficiency or cause downtime.

Wash Alert Web Page

Graphically displays all machines and their status, so at a glance your customers know which machines and how many are available. Maximises machine utilisation and revenue, whilst saving time for the customer. And all accessed from the comfort of thier home or anywhere in the world.

The Quantum control system is designed to make running your facility easier and more efficient, and that's key to ensuring customer satisfaction as well as profitability.

Quantum Gold not only helps make more money – it helps save more, too. With advanced features, the customer can seamlessly adjust to changes in cycle cost structure, reduce utility and labour costs and maximize the overall efficiency of your equipment.

Quantum Gold offers automatic leak detection, which alerts you to leaks or obstructions to help avoid expensive water and sewage bills, along with slow drain detection that monitors drain time to catch errors before they become a costly issue.

The result? Less downtime for your machines, lower preventative maintenance costs and savings on utilities and labour.



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Quantum Gold Wireless Networking

Wireless networking lets you program, monitor, audit and diagnose machines from any computer, anywhere in the world.

ADVAM Cashless Solution

Reduced cost and Increased revenue.
Eradicates Vandalism, No more jammed coins.
Scalability Quick 2 step refunds.
Access to a full suite of management reports.

Multi-Level Pricing

Lower your utility costs by charging different prices for hot, warm and cold wash cycles.

Proprietary Inverter Drive

Our exclusive, highly efficient inverter drive provides smooth, reliable power, saving you 33% on electricity versus 2-speed models.

Lucky Cycle

Reward customers with a free wash or dry after a predetermined number of cycles.

Time of Day Pricing

Customize your price settings according to your traffic volume. Charge premiums during busy times or offer reduced rates during off-peak hours.

Auto Water Leak Detection (Hard mount Only)

Quantum immediately alerts you if there is a leak or obstruction in your machine.

Slow Drain Detection (Hard mount Only)

Quantum will automatically alert you if a slow draining condition exists in any of your machines.

Cycle Modifiers

Create and customize your own "medium" or "heavy" soil program, potentially increasing washer revenue by 4-5%.

Low Power Mode

Shut off the LED display and automatically go into Low Power mode when your store is closed.

Drop-Off Mode

Set aside machines to be used by your attendant for wash, dry and fold business without disabling them manually.

Auto Shutdown Assistant

Quantum Gold ensures that your laundry closes on time, shutting down automatically at a specified time.

OPL Mode

Allows machines to be set aside for commercial customers who are using your equipment during a specified time.

30 Programmable Water Levels (Hard mount Only)

Control your water costs by modifying the amount of water used for each fill within a cycle.

Insights & Insights Pro

A total cloud based solution for effectively owning and managing, from one site to multiple.
Simple desk top functions, easy to follow instructions.
Management and service reporting all with a few clicks.

SQ Has a model for all clients:

From the Traditional Top Load solution for smaller homes and older clients, through the 9kg - 14kg - 18kg - 27kg Front Load Washers that offer a fast laundry solution that can not be matched by the normal Domestic Washers.



Likewise the Gas Tumble Dryer solution is a game changer for household drying. Its Fast - Efficient and cheaper than maintaining most domestic dryers, so your customers will be encouraged to visit a modern Laundromat with Cashless Payment & SQ Insights PRO.



SQ Insights:

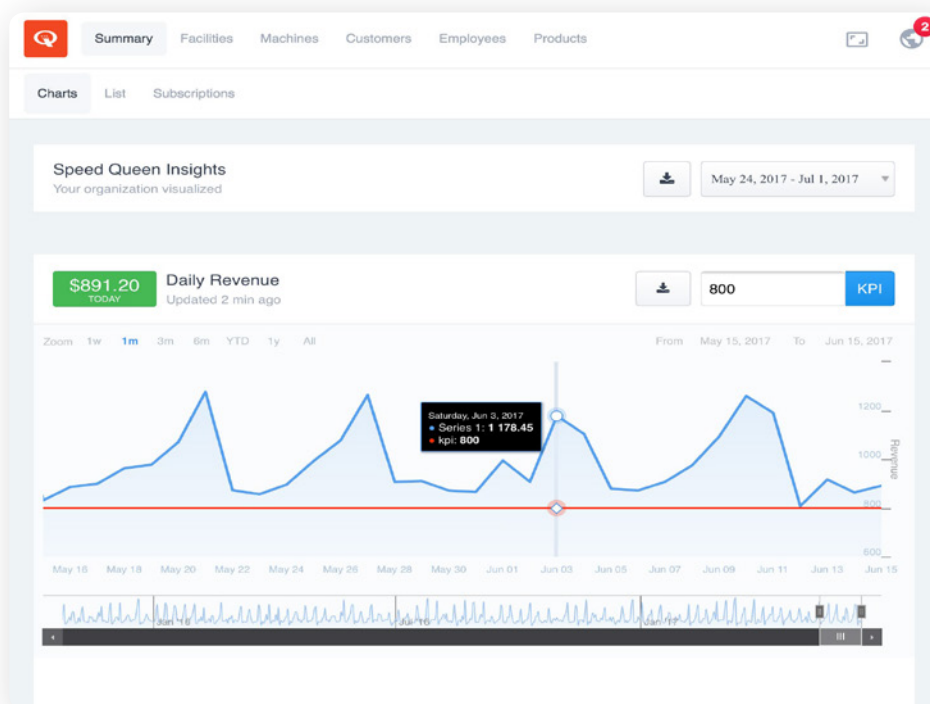
Insights is new technology created by Speed Queen for laundrette owners. It gives the freedom to run a laundrette completely remotely with cloud based operating programs that takes Quantum further! There are two areas of this program: **SQ Insights and SQ Insights PRO.**

Insights: Cloud-based management platform

- No software to install
- All the features you are used to from Quantum
- Supported and upgraded by Speed Queen

Insights PRO: Reporting, monitoring, and SQ Pay Cashless Payment + Rewards APP all in one online platform - accessible from anywhere

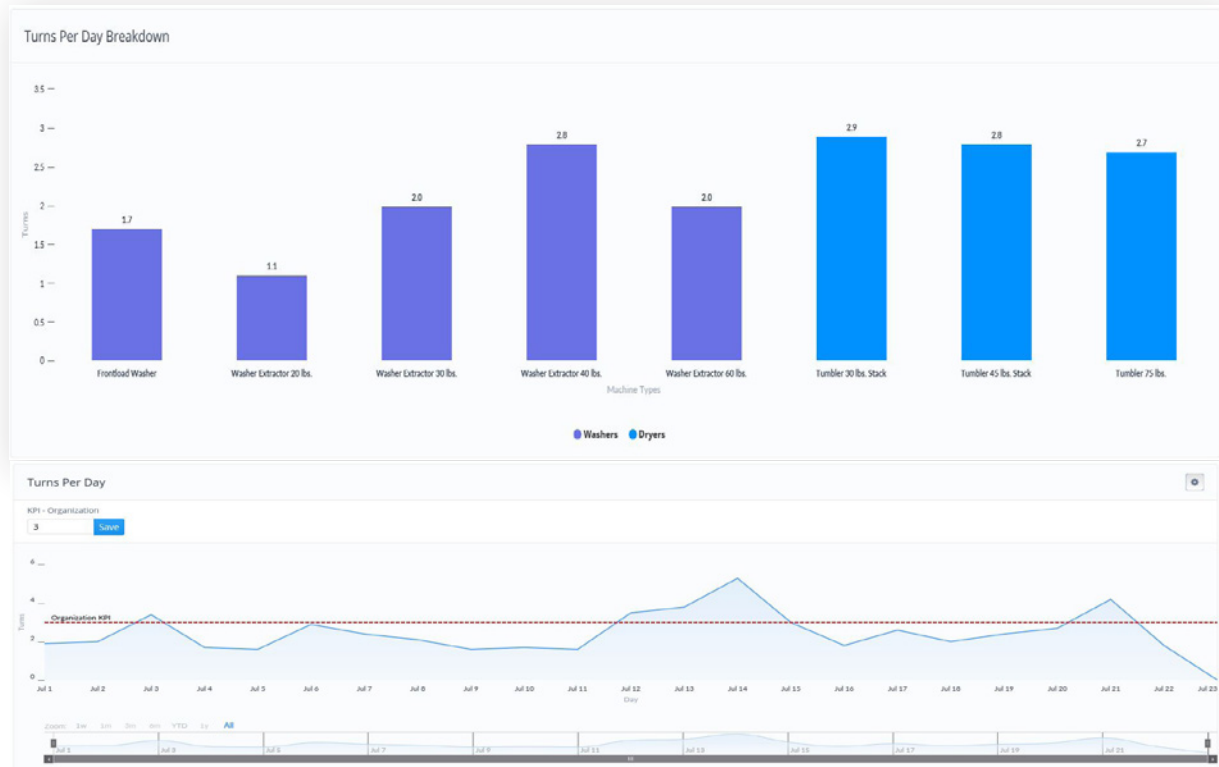
- Compatible with all major Web browsers
- Can be used on a PC, laptop, tablet or Smart Phone.



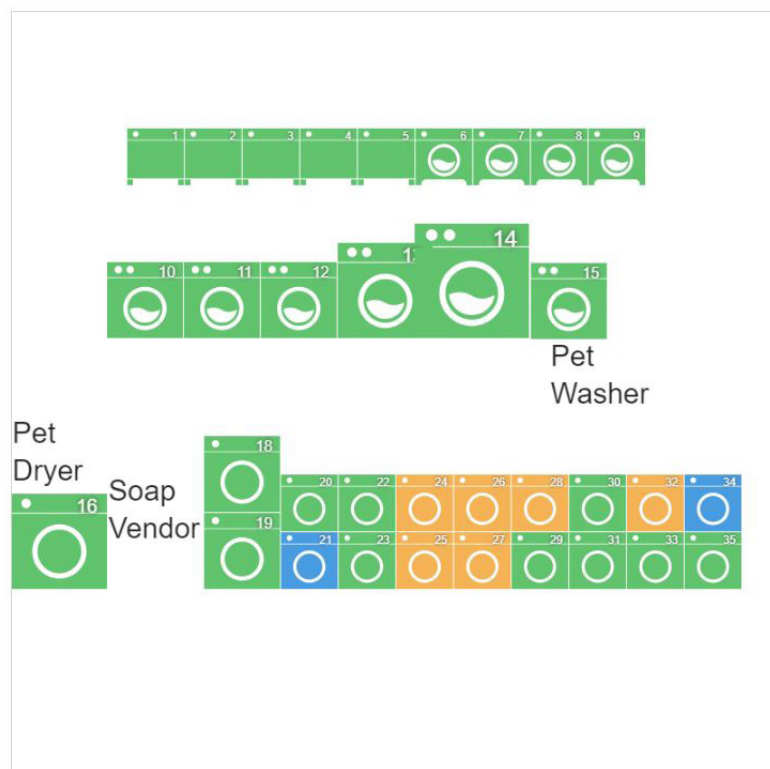
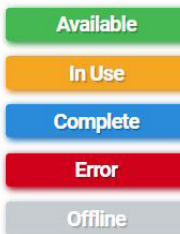
- Interactive dashboards for revenue, turns, etc.
- Store owners can set KPI goals for performance tracking
- All locations or drill down to a single store
- Location graphs for revenue and turns expand for individual machine view
- Single location or all locations
- Exportable to excel for further analysis
- Customizable date range to allow view by day, week, month, etc.



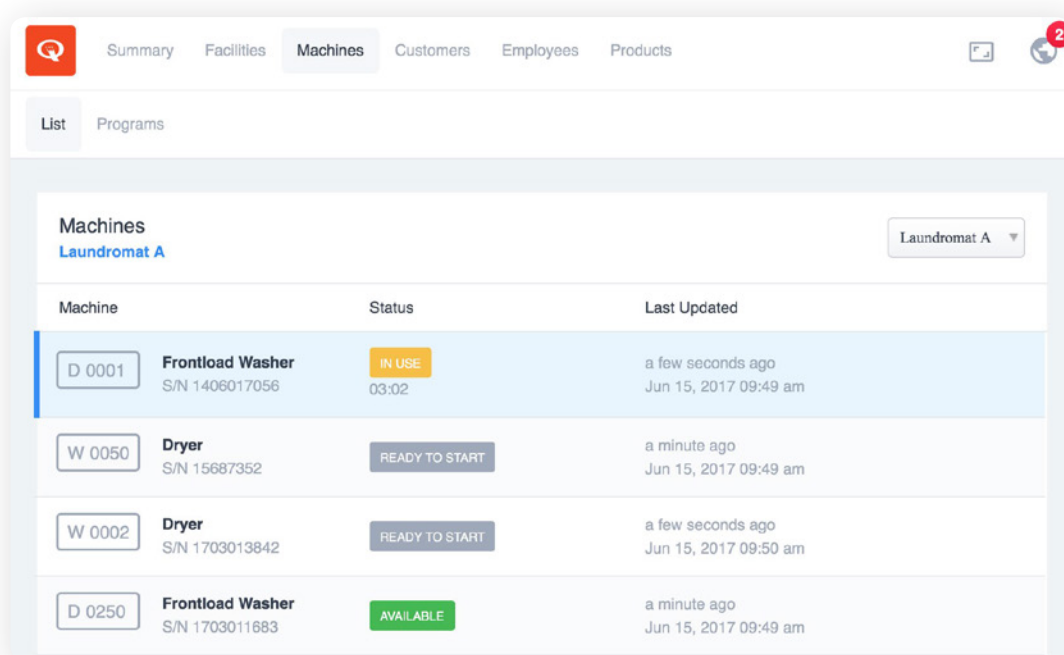
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Wash alert will show the status of every machine in the laundry. It will show what machine is in use, how many minutes left on the machine and what machines have finished. This gives the laundry owner far more flexibility in running their business remotely.



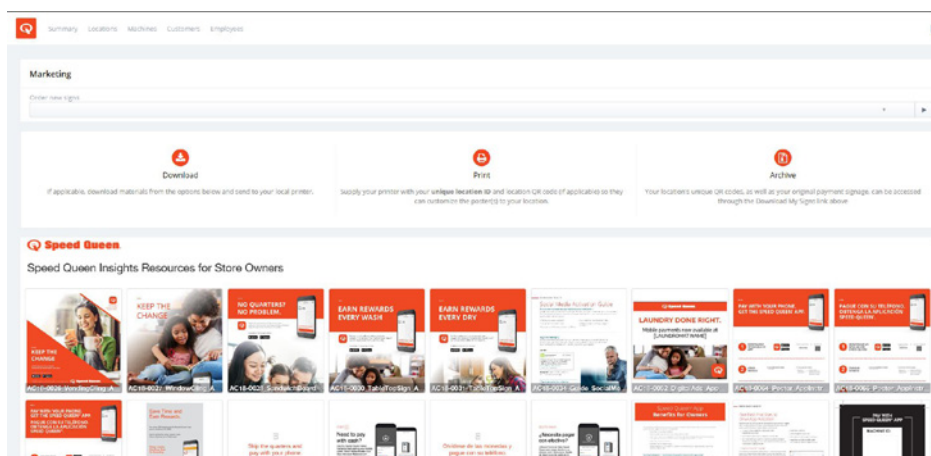
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SQ INSIGHTS PRO allows a closer association with the end user and the ability to adapt and change as required. It also allows for a great networking and marketing campaigns. Enables the customer to reach end users for specific targets.

Marketing:

- As vended laundry owners, we dedicate a lot of resources to marketing of the laundrettes. We have trialed numerous marketing avenues and are very happy to share these areas and ideas with you.
- With these resources you are able to engage in both print media (leaflet drops, newspapers and catalogues) as well as social media (facebook, twitter and instagram), in an effort to reach as many customers as possible and tap into the buyers motivation.
- Most material is available on your SQ Insights Pro management log on.



Speed Queen Involvement

Speed Queen Equipment Sales can be as involved or as remote as you need us to be. If you want us to manage your installation from concept to creation, we can make that happen for you, from helping locate the site, to providing technical advice to help select machinery and design the laundry space.

If you prefer to use your own design team we are happy to work along side them to provide technical advice and can arrange to install the machinery when your fit out is complete.

Proudly supplying:

VICTORIA and TASMANIA

**UNCOMPLICATED.
UNCOMPROMISING.
UNMATCHED.**

“LAUNDRY IS ALL WE DO”



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