



Updating Laundry Equipment? **MAXIMIZE YOUR LAUNDRY PERFORMANCE**

**When your business is driven by customer satisfaction
Only the highest quality laundry equipment will do.**

As the Worlds #1 Commercial Laundry Brand Speed Queen delivers results. With quality and simplicity of design at the heart of our USA designed equipment. Your effectiveness in business relies upon the guest satisfaction.

By having clean - modern - reliable laundry products in your business, you ensure leadership in satisfaction, speed of service and reduced downtime.

Traditional Top Load Machines still dominate the Industry, They are Fast - Vigorous Wash - Simple to use and all in a reliable vended or On Premise configuration

The reduced running costs of the Front Load Washer option, delivers for all.

Gentler Wash - Higher Extraction Spin - Using less detergent - Less Electricity and less than 1/2 the water of Top Load, & only a few minutes longer in the cycle time.

If you want to spend less time & money managing your Old Laundry Product talk to a Speed Queen reseller about upgrading your equipment.

SQ FOR A TOTAL LAUNDRY SOLUTION

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 and accomodation businesses 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 local team of consultants dedicated to creating solutions - plans and designs for every size of laundry. They can create the CAD drawings for services (plumbing, electricity, drainage and ducting) which all hastens the process of putting in a new or upgraded laundry.

Why deal with us?

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

There are a number of reasons for this:

- 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

- The Speed Queen distributor network covers all of Australia and we all invest in dedicated Technical - Installation and Product Consultants.

FL COSTELLO & CO (NSW- ACT - WA)
SPEED QUEEN EQUIPMENT SALES (VIC-TAS-SA-NT)
ANDREW BARTON LAUNDRY EQUIPMENT (QLD)

Speed Queen product

- Speed Queen as the undisputed leader in this facet of commercial laundry service, we can help with product selection and design through to business plan consultation.

Quantum Networking

Think of Quantum Gold as the laundry manager.

With the ability to wirelessly connect your laundry machines together, the manager (Park owner) can program, monitor, audit and diagnose their equipment from any Internet-connected computer, anytime and anywhere. With the ability to centrally manage all Quantum equipment for your desk top will save time and resources.

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 site 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 cabin, van or camp site.

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 (**Hard mount Only**) 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.



SQ VENDED LAUNDRY SOLUTIONS

Quantum Gold Wireless Networking

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

Proprietary Inverter Drive

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

Auto Water Leak Detection (Hard mount Only)

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

Low Power Mode

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

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.

Multi-Level Pricing (Vended)

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

Lucky Cycle (Vended)

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

Time of Day Pricing (Vended)

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

Cycle Modifiers

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

Insights & Insights Pro (Vended)

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.

All manageable from the front office.

ADVAM Cashless Solution (Vended)

Reduced cost and Increased revenue.

Eradicates Vandalism, No more jammed coins.

Scalability Quick 2 step refunds.

Access to a full suite of management reports.

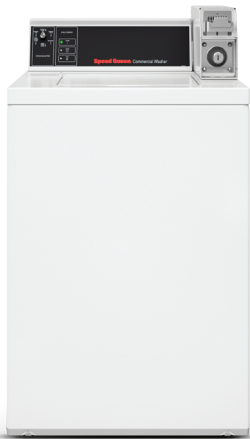
Cashless Payment Options:



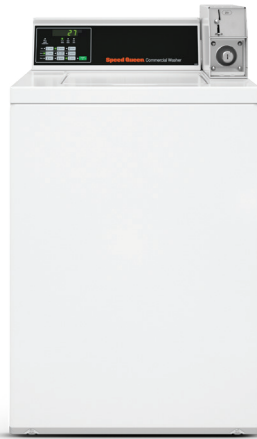
SQ VENDED LAUNDRY SOLUTIONS

The Speed Queen Quantum control system allows the multi-coin drop acceptor to take 20 cent, \$1.00 and \$2.00 coins through one single slot. It may also be integrated with smart-card systems. These easy to use controls allow the owner to make pricing and programming changes, as well as data retrieval, quickly and simply.

Of course, the coin laundry equipment in your park needs to be up to the expectations of your customers. It must also be reliable and durable to reduce maintenance and renewal costs. When you update to Speed Queen you deal directly with an expert brand which has been manufacturing top of the range machines for more than a century.



SWNSX2



SWNNX2



SFNNXA



STENXA STGNXA

Robust, proven, equipped with cutting-edge technology, Speed Queen commercial coin operated laundry equipment guarantees you unparalleled quality.

SDESXR / SDGSXR



SDENXR / SDGNXR



SDENXA / SDGNXA



SQ VENDED LAUNDRY SOLUTIONS

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.

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.

SQ VENDED LAUNDRY SOLUTIONS

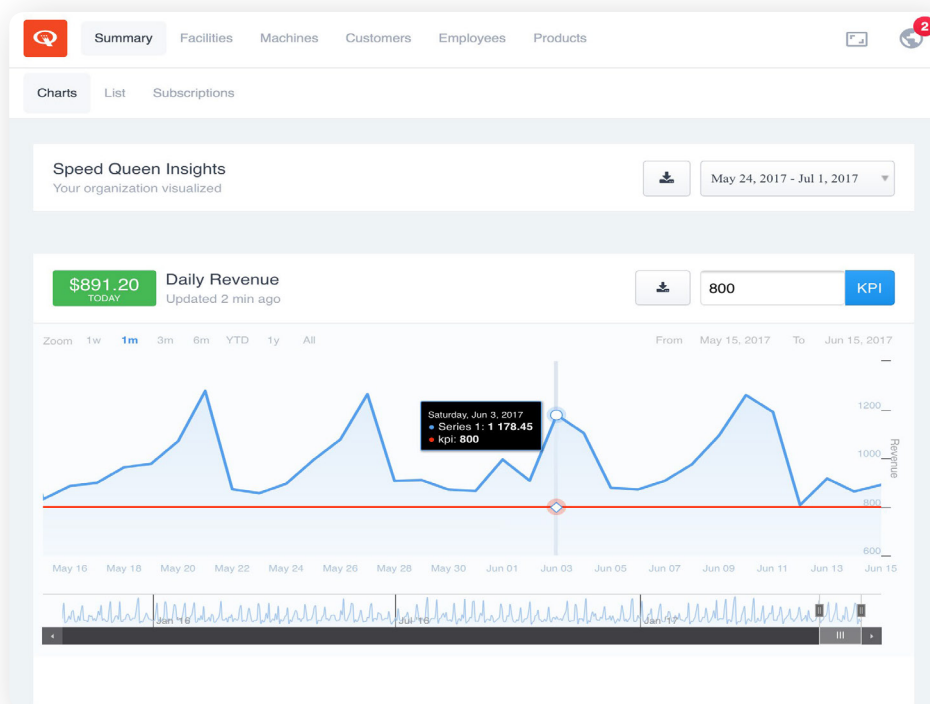
SQ Insights:

Insights is new technology created by Speed Queen that benefits owners. It gives the freedom to run all laundries 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 managed from the front office.

- No software to install
- All the features you are used to from Quantum Reporting, monitoring, start machines etc.
- Supported and upgraded by Speed Queen via the cloud.
- Interactive dashboards for revenue, turns, etc.

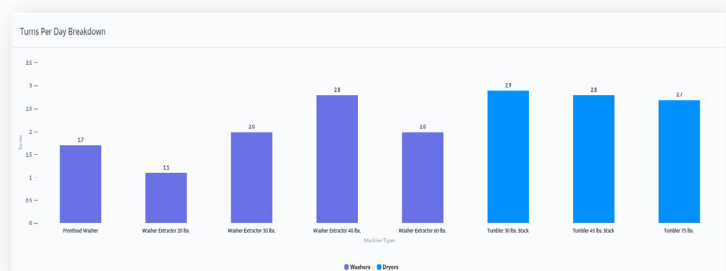


- The owners can set KPI goals for performance tracking
- All locations or drill down to a single store
- Location graphs for revenue and turns expand for individual machine view
- Single location or all locations
- Exportable to excel for further analysis
- Customizable date range to allow view by day,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

Centralise control of your Speed Queen equipment to the front office.

Save time with no coin jams - giving change and remote start from your desk.

Quantum Control units can do it all and enhance your guests experience.



SQ VENDED LAUNDRY SOLUTIONS

Cashless onsite or via Insights PRO:

If you opt in for a Governed System, your front office can apply credit for clients when they arrive on site.

Your site will need Internet Access points for all laundry rooms, and a desk top browser.

Speed Queen Quantum Network Control can be set up to manage the rest. (subscription required)

Your guest simply needs a smart phone to download SPEED QUEEN APP -

Your staff load laundry credit quickly to APP.

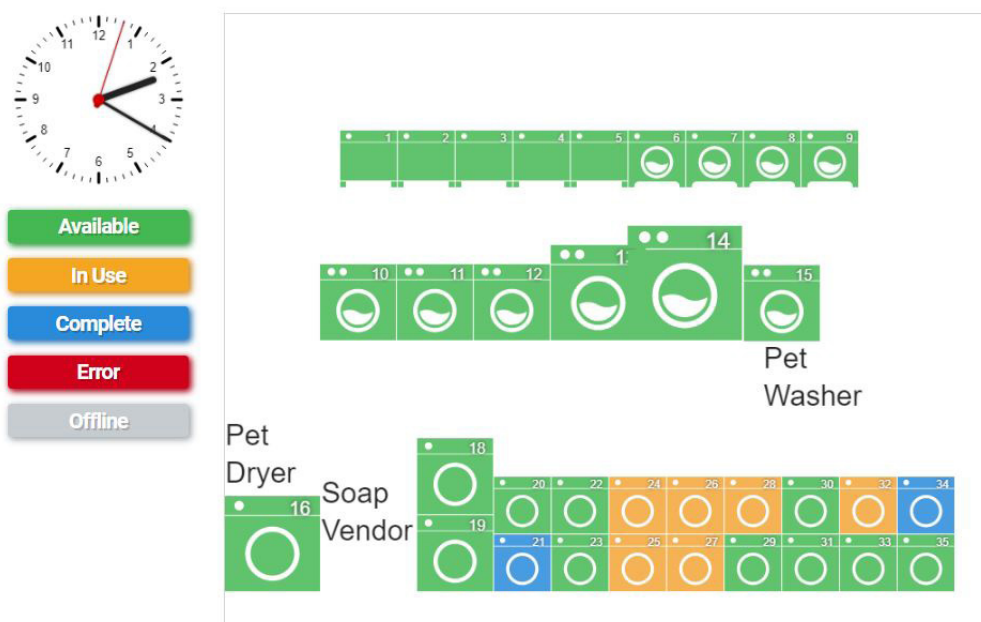
When they need to do laundry they simply select machine number in your site and press pay via Smart Phone, The charge will be taken from the credit you manage - and applied by your office to their account.

No need for a merchant account - and on departure your team settle up based upon use.

Cashless Benefits for Park Manager and Guests.

- Guest can see on APP the availability of washers and dryers
- Monitor the time remaining - remotely.
- They can get a push email notification when their load is complete - maximising leisure time.
- Your team can remotely start or stop machines who's load is left in a machine.
- Your front office cloud management is compatible with major Web browsers
- Can be used on a PC, laptop, tablet or Smart Phone. - so when out of office its still a breeze to manage.

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 front office far more flexibility in running multiple laundry location remotely.



SQ ON PREMISE LAUNDRY SOLUTIONS



Timeless design with thoroughly modern performance.

Classic top-load design meets heavy-duty build quality that lasts longer and runs more efficiently – saving you money.

Speed Queen delivers more than just clean results, with features designed to extend linen life, reduce water usage and utility costs and maximise productivity. Our heavy-duty construction provides reliable operation and guarantees your washer will be in service for years to come.



Match your washer performance with Commercial heavy-duty 9kg Rear electric or gas Dryers.

Our heavy-duty construction provides reliable operation and guarantees your dryer will be in service for years to come.

Our Electric model with 4000watt Heating @ 20amp GPO connection and Natural Gas or LPG @ 21.09 MJ/h and 10amp GPO.

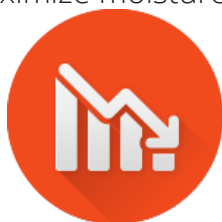
Our High Performance Front Load models.

We work hard at every point of our manufacturing process to ensure that our machines reflect that belief.

Improved out-of-balance technology that uses a redesigned suspension and advanced sensing to manage and redistribute out-of-balanced loads, delivering uninterrupted cycles.

LOW WATER USAGE per cycle to reduce operating costs.

HIGH SPEED EXTRACTION 1200 RPM final spin exerts 440 G-Force to maximize moisture removal from clothes.



Review the current range available in your area, by visiting your local distributor website or call them.

Detail on back page



Speed Queen®

The Proven Performer in Laundry

SQ ON PREMISE LAUNDRY SOLUTIONS

Manufactured in Ripon, Wis. for more than 110 years, Speed Queen has forged a reputation for products that define American quality – the type of quality government facilities and military installations demand.

While the hallmark of all Speed Queen commercial laundry products is legendary durability, it is not where this story ends. Our washers and dryers are designed to make laundry simple, with control options that are as intuitive as they are flexible.

The end result is with Speed Queen machines in your laundry, you get quality products that are built to last with all the features you need to make the laundry task simple and fast. Best of all, this American-made quality comes backed by the strongest warranties in the industry.

Our commercial laundry leadership position is born in our singular focus – laundry is all we do... and we do it better than anyone else in the world.

Our expert consultants can work with you to match the optimal washing and drying solution for your Back of House Laundry. We have Industrial Washer Extractors in sizes from 6.5kg all the way up to 120kg.

An effective laundry operation starts with the right equipment for demand, a well planned laundry will continue to deliver efficiency and optimise the use of your valuable staff labour hours.

If your client presentation as a touch of style - with designer soft furnishings - bed runners or simple colour accents. Then inhouse laundry can ensure your valuable fabrics are care for correctly.

Industrial Extractors are either HARD / RIGID MOUNT or High Extraction SOFT MOUNT and can be supplied with or without 3 phase heat options **



SQ ON PREMISE LAUNDRY SOLUTIONS

Speed Queen® washers and dryers give you ease-of-use and total control. Customizable cycle configurations, infrared programming and audit data with Quantum® Gold give you a whole new level of control over your laundry operation.

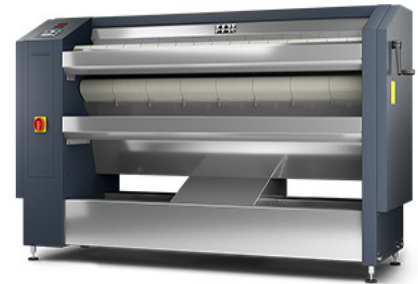
When your facility depends on the highest quality results, our heated-roll ironers deliver. They provide fresh linens more efficiently at hotel quality, and give the finishing touch to on-premises laundry facilities.

Our single pocket tumble dryers are built with a single purpose: **Performance.**

Our single pocket tumble dryers feature a concentrated airflow pattern and sealed cylinder rims to ensure maximum air utilization and energy savings.

This superior drying performance helps laundries maximize throughput to meet the daily workload without the need for added shifts or costly overtime. Our tumble dryers are designed with fewer moving parts, so that you'll face fewer maintenance problems and less wear and tear over their lifespan. We make it even easier with a large, easy-to-clean lint compartment and a heavy-duty door hinge designed to withstand heavy usage.

We offer units from 14kg up to 91kg in single pocket tumble dryer, and our space saving double stacked 2 x 14kg or 2 x 20kg options. Some sizes are available as 3 phase heat if required.





**UNCOMPLICATED.
UNCOMPROMISING.
UNMATCHED.**

“LAUNDRY IS ALL WE DO”

Proudly supplied by:

VICTORIA - SOUTH AUSTRALIA - TASMANIA - NORTHERN TERRITORY

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