

CASE STUDY: WOODRUFF COUNTY MEDICAL CENTER



LONG-TERM CARE PROVIDER RETHINKS LAUNDRY DECISION

INDUSTRIAL-STRENGTH EQUIPMENT DELIVERS INDUSTRY-LEADING RESULTS

Woodruff County Medical Center in McCroy, Ark. is committed to providing the best environment for its 120 residents. That commitment involves running the On-Premises Laundry (OPL) five hours a day, seven days a week to ensure a continuous supply of soft and immaculate linens. However, the medical center found it almost impossible to deliver on that pledge using the Maytag® machines it had purchased to meet budget constraints.

It found that the Maytag equipment was difficult to program and broke down repeatedly. The machines were off-line for weeks at a time, sending the staff to laundromats to clean linens, or to buy paper linens. Woodruff experienced lower productivity in its On-Premises Laundry as well as higher out-of-pocket costs, including \$4,000 in labor charges not covered under the manufacturer's warranty. Any front-end savings evaporated.

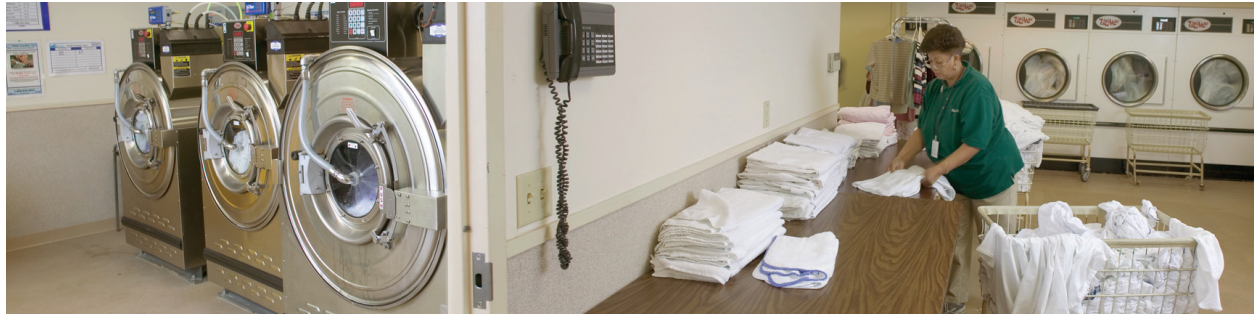
After five years of this, Woodruff decided the solution was to replace Maytag with UniMac®. It installed three 60-pound UW-series washer-extractors and three 75-pound UT-series tumble dryers, all with the M-30 control. The result has been improved throughput for the laundry, lower operating costs — and peace of mind.

“The whole center is thrilled with the UniMac machines,” said Gwen Brogdon, Woodruff’s administrator. “It’s great to come into work knowing that the machines will be running.”

That’s because UniMac prototypes are put through a rigorous five-step development process that includes testing in our state-of-the-art lab and field testing. This results in equipment that outperforms the competition and delivers lower cost of ownership, backed up by a five-year warranty on the frame, basket, shaft, seals and bearings, plus a three-year warranty on all other parts. Woodruff hasn’t had to call for service since the equipment was installed, but if they do they can rely on our knowledgeable, responsive distributor network of laundry experts to get them up and running.



To read more on Woodruff’s laundry challenge, visit unimac.com/woodruff.



REDUCE UTILITY COSTS. IMPROVE YOUR OPERATIONS. MAXIMIZE RESIDENT COMFORT.

For more than 60 years, UniMac has been manufacturing the most efficient, reliable and durable On-Premises Laundry (OPL) equipment in the industry. Laundry is all we do. We design our equipment to handle the toughest demands in any OPL environment. And as the industry leaders, we are



focused exclusively on producing machines designed to control utility and labor costs — which make up over 60 percent of laundry operation expenses — and keep you comfortably within your budget.

55%
OF LONG-TERM CARE
FACILITIES PREFER
UNIMAC EQUIPMENT*

This makes UniMac equipment the ideal choice for use in long-term care facilities. Our industry-leading technology, like 400 G-Force extraction, reduces dry-time and increases throughput — saving you money and allowing you to get more done in less time. Our unmatched drying accuracy also helps you save labor expenses by eliminating as much as an hour a day, impacting the most expensive part of your laundry operations. And with the durability, industrial construction, industry-leading warranty and the most knowledgeable distributor network in the business, you can rely on UniMac for years of dependable service.

Combining rugged, industrial construction with cutting-edge technologies, UniMac continues to deliver the lowest cost of ownership over the lifetime of the equipment.



Our machines are also powered by UniLinc™, the most sophisticated and innovative control system on the market. With UniLinc™, you'll have complete control over your laundry operation with access to comprehensive performance reports, including both operational and maintenance data. And because you can't improve what you can't measure, UniLinc monitors and documents each cycle, allowing you to make cost-saving adjustments where necessary. This ensures your operation is always running at peak performance, giving you more time to focus on your business. UniLinc can also be programmed to control water and rinse temperature to ensure government compliance — delivering properly cleaned and sanitized linens.

Powered by
UniLinc™

In addition, UniMac tumble dryers are equipped with OPTidry™, an industry exclusive over-dry prevention technology system that automatically stops the machine once the ideal level of dryness is reached. This reduces energy and labor costs, increases throughput and helps prevent fabric deterioration, saving replacement costs and ensuring soft and comfortable linens for residents.

OPTidry™

For more information on how UniMac has helped improve the ROI of the Woodruff long-term care facility's laundry operation, visit unimac.com/woodruff.

*According to a 2011 study, "Top 50 Largest Nursing Facility Companies" by Provider Magazine