



MELIÀ HOTELS INTERNATIONAL

A LAUNDRY THAT IS AN EXAMPLE OF QUALITY AND DURABILITY

Melià Hotels International place their trust in Girbau with establishments such as the Sol Palmeras, Melià Cohiba, Melià Habana, Melià Cayo Guillermo and Melià Cayo Coco.

The figures for hotel laundering in Cuba are vertiginous, both in terms of quantity and quality.

Girbau came to the island more than 30 years ago, accompanying the growth of important Spanish hotel chains such as Melià, originally from Mallorca (Balearic Islands-Spain).

The hotel laundry in Cuba is one of the paradigmatic cases for Girbau that exemplify the philosophy of its slogan **"Growing Together"**.

Thus, when the Spanish hotel chains decided to commit themselves to growth in Cuba, they did not hesitate in trusting Girbau for their respective laundries, as a result of the positive experience they had had working together in Spain.

Girbau's establishment in Cuba, thanks to the good work done jointly by the subsidiary and the group, is so positive that even when referring to industrial washing machines in general, **they are called "Girbau" instead of washing machines.**

Girbau stands out for the preparation its team has in providing advice on laundries and in optimising their performance. It is a symbol of excellence on the island.

Sol Palmeras in Varadero: 10,000kg of linen in 20 hours daily.

Located on the seafront in Varadero and covering an area of more than 140,000 sq. metres, the Sol Palmeras is an example of luxury with its combination of **408 rooms and 202 bungalows with 4 stars.**

Its laundry **processes** a daily average of **8,700 kg** of linen, although it is prepared to reach the **10,000 kg daily working 20 hours/day.**

The laundry has 8 Girbau washing machines: 6 with a capacity of 110kg, one of 55kg and a small capacity 22kg washer.

The manager of the laundry in the Sol Palmeras, **Joel Gamio Herrera** highlights various strong aspects which reinforce their confidence in Girbau: the

capacity for savings that working with Girbau machinery affords him, the resulting quality of the linen and the service provided by Girbau's subsidiary in Havana. *"Girbau stands out for the preparation its team has in providing advice on laundries and in optimising their performance by explaining to the laundry staff the best processes in order to obtain the best results"* assures the manager.





He adds that *"Girbau is a symbol of excellence on the island. It is a leading company that has consolidated its excellence with its hard work."*

Meliá Cohiba and Meliá Habana: 5 stars washing tonnes of linen monthly with Girbau

The Melia Cohiba and the Meliá Habana distinguish their five stars in every detail of their facilities and services. In peak tourist season, the **Meliá Cohiba processes 90 tonnes** of linen a month, some **4,000 kg** daily on average.

Most of their laundry machinery was purchased 20 years ago and is still running at full capacity, giving the finish and the level of quality that characterises the Meliá standard on the island of Cuba. The most recent machinery is a folder and a dryer.

The managers of the laundry, **María Magdalena Hernández and Angel Ramos**, proudly display their washing machine in fully operation, and insist that *"the policy of preventive maintenance on machinery extends the working life of sturdy equipment like Girbau machines"*. They point out that *"our laundry is a classic example of the value of Girbau equipment. All of our machines are over-used, yet they never break down"*.

"I will always opt for Girbau because of the quality and efficiency of its equipment."

They point particularly to the 20kg dryer that has been operating for 20 years and *"has only once had a small problem. Since then we have had no trouble with it. We should pay it homage"*.

The Hotel Meliá Habana washes an average of **2,700 kg** daily, although it can reach **3,000 kg**.

The laundry's manager, **Rafael Rodríguez Gutiérrez**, highlights *"the most important added value of the laundry is its autonomy, thereby making it possible to optimise the work in all its areas"*; he insists proudly that *"I will always opt for Girbau because of the quality and efficiency of its equipment. Our machinery dates back to 1998, and currently it continues to be well cared for and in good technical condition"*.

The figures for the laundries of the hotels of reference in Cuba not only reveal that **Girbau supports its clients in their growth**, but also that the **long-lasting and hard-wearing** nature of Girbau equipment can be seen day after day, year after year!.



WASHING FIGURES!!	SOL PALMERAS VARADERO	MELIÁ COHIBA	MELIÁ HABANA
Category	★★★★	★★★★★	★★★★★
Rooms	408 rooms + 202 bungalows	462	397
Laundry productions	8,700kg /day	4,000 kg/day	2,700 kg/day