



TRUMP OCEAN CLUB International Hotel & Tower

LUXURY IN THE CROSSROADS OF TWO CONTINENTS

Girbau outfits Hotel Trump Ocean Club in Panama City

Panama City, Panama – The well-known property developer Donald Trump initiated construction of the Hotel Trump Ocean Club, in Panama City, Panama. The new complex – a \$400 million investment – has radically transformed the skyline of Panama City.

With 70 floors and a 260,000-square-meter surface, the hotel is located in Punta Pacifica, one of the areas with the best views of Panama City. It is a hotel complex based on luxury and comfort by which its customers, who can stay in rooms, apartments or lofts, enjoy a wide variety of services – from the usual, to services including chauffeur-driven limousines for their journeys. Girbau is the chosen supplier for the hotel's internal laundry used for washing customer and employee clothes, as well as for laundry generated by the hotel on a daily basis. Girbau's 50 years of experience as a global laundry equipment manufacturer, and the proximity and experience of Girbau's distributor in Panama, Grupo Valo, were critical reasons for choosing Girbau.

Once Grupo Valo completes the design and installation of the laundry, the hotel is expected to handle 1,000 kg

of clothes per day.

Additionally, for other laundry services, Hotel Trump Ocean Club will contract with industrial laundry Perfect Cleaners, which is owned by Grupo Valo, and entirely equipped with Girbau laundry equipment. Perfect Cleaners expects to process 2,500kg of hotel laundry each day, according

to Grupo Valo owner Anibal Vallarino.

"The persons in charge of the hotel have chosen Girbau for many different reasons: the machinery's reliability, the service Girbau provides in Panama for more than 10 years, and because of the energy-efficiency of Girbau equipment, which helps improve profitability while respecting the environment."

Energy-efficiency is essential in Panama

Vallarino also maintains that in Panama, energy-efficiency is essential *"because in the country we have neither natural gas or oil. We only have imported propane gas. So we did not hesitate to go for Girbau when we decided to set up our own laundry. Experience, after having installed 60 percent of the laundries in Panama, has taught us that you can always*

Girbau was selected because of its product reliability, unmatched service and equipment efficiency.

rely on Girbau when you need them,” he said.

Another key reason Perfect Cleaners uses Girbau equipment is its reliability, according to Valo Group General Manager Anibal Vallarino. *“Today, we work 365 days a year in two shifts because we increased our laundry’s capacity. Before that increase, however, we had to work three shifts of 20 hours per day for a whole year. So for us, if a machine is down it is a huge loss. We need durable and reliable machines,”* said Vallarino.

Choosing the TBS-50 Batch Washer over High-capacity Washers

The person in charge of Perfect Cleaners, Anibal Vallarino, maintains he’s happy he chose to install a batch tunnel washer, even though in Panama and in the United States, it’s more common to install high-capacity washers. *“With Girbau’s TBS-50 Batch Tunnel System we save a great amount of water, as well as energy, but what is most important is that my operators don’t have to break their backs loading and unloading high-capacity washers,”* said Vallarino. *“It is important that the laundry’s owner takes into account that his or her workers are the company’s greatest asset, and that they need to watch over their employees’ health and the ergonomics at work,”* Vallarino added.

Girbau’s concern for the ergonomic design of their products is another added value, which makes Girbau different from other manufacturers, according to Vallarino. *“The fact that high-capacity washers have the ‘Easy Load’ unloading system prevents clothes from tearing when being pulled, but above all, it keeps employees from using unnecessary strength and prevents injuries.”*

Quality in Laundry Treatment and Finish

Critical to the success of the Trump Ocean Club is the programmability of the Girbau laundry equipment.

A hotel like the Trump Ocean Club demands high-quality laundry care, according to Vallarino. The laundry must be able to adjust all its processes in order to guarantee a complete fulfillment of its customers’ needs. The programming options, together with equipment versatility, make Girbau equipment the key to success in this installation.

“We do not sell Girbau by chance,” Vallarino said. *“We believe in Girbau. We have been running our own laundry business for more than seven years with outstanding results. The business output, machinery performance and our professional and close relationship with Girbau’s team, have proved to us that Girbau is the best choice for our customers.”*

