



INDUSTRIAL LAUNDRY MEDINA WHEN CUSTOMERS GROW WITH GIRBAU

This laundry in Medina Sidonia in Cádiz (Spain) province started out as a family business and grew to achieve an output of 15,000 kg (33,000 lbs) a day.

An attachment to the locality where it began has always been one of the factors in decision making by Lavandería Industrial Medina, especially when it came to adapting its facilities to meet the growing demand for its services. Its first steps were a matter of pure enterprising initiative, setting up the business in a garage during the first years of the Spanish economic crisis and growing to what it is today: a laundry that in mid-2016 opened an industrial building equipped with Girbau machines and able to handle over 17,000 kgs (37,500 lbs) of linen a day for more than 90 hotel and restaurant customers in the province of Cádiz and part of those of Málaga and Seville (Spain).

Lavandería Industrial Medina has constantly built up its customer portfolio, at the same time adding to the space and machinery it has available to offer a high-quality wash. Manuel Gómez and his wife Lourdes

Jiménez set up their laundry business at home with two small washing machines and a second-hand dryer, enabling them to serve hotels and small restaurants in this locality in the province of Cádiz. *"There were hardly any laundry services in our area and we thought this would be a good business opportunity,"* states Gómez.

"Girbau machinery offers superior quality and gives added value to linen"

Quality finishing and personal service rapidly proved a good way of earning more customers' confidence, forcing the owners to move the laundry to a small industrial unit on the Medina Sidonia industrial estate. With more space and higher output, more washing machines and

dryers were added and small wall-mounted flatwork ironers were installed. The couple are aware that they made the right choice with Girbau machines because, *"Efficiency is important for the laundry to make money, but apart from this it gives us peace of mind because of the way it cares for the environment and the surroundings in which we work."*

But the same happened as in the garage: the laundry grew out of the small industrial unit in which it was housed and they had to look for another option. *"At first I couldn't find the place we needed to carry on growing, but we wanted to stay here, to stick up for our town,"* says the owner, who in the end found an opportunity to construct a building to measure on a new industrial estate. The new premises were designed in a way that enabled them to make the most of the space, with facilities capable of doubling current output in the future.

Satisfied with the constant maintenance and support from Girbau

The laundry contacted the Andalusian branch of Girbau. There they found the necessary support to supply commercial laundry equipment and also to draw up the respective technical designs they needed, as well as various alternatives for financing and proposals take full advantage of the space and enhance the efficiency of the work process. In its new building, Lavandería Industrial Medina installed nearly twenty Girbau machines, enabling it to meet all its customers' demands, whatever their needs and the amount of linen involved.



-1 Girbau TBS-50 batch washer with 12 modules:

its control and recovery technology allow maximum energy efficiency and savings on water and chemicals, with a water consumption of just 4.3 litres per kg of linen.

-1 SPR-50 press: mechanical water extraction at a pressure of up to 40 bar removes moisture extremely efficiently, saving dryer energy and process time.

-5 ST1302 dryers (50 kg (110 lbs) capacity): they consume just 1.1 kWh per litre evaporated, making this one of the most efficient dryers on the market.

-2 DRF4 feeders: automated feeding boosts output up to 1,000 pieces per hour.

-2 PC120 gas flatwork ironers: these save up to 25% of the energy by using gas heating and the design allows fluid to circulate, so distributing the heat evenly throughout the bed.

-2 FL King folders: to give a visibly high-quality finish. Able to work automatically in 1, 2 and 4 lanes.

-4 FT Maxi towel folders: with a folding throughput of over 700 pieces per hour.

The owner declares that he is *"satisfied with the constant maintenance and support from Girbau and the peace of mind this offers in the event of any technical problems that may arise."* For Gómez, *"Girbau machinery offers superior quality, gives added value to linen and for us represents constant support."* To make sure the processes worked properly and to provide the best possible service, Girbau travelled to their site to give technical, operational and process training for all the workforce.

The future looks bright for Lavandería Industrial Medina. *"We'll go as far as imagination takes us,"* declares the owner, pointing out that with Girbau and its support the company's growth plans are ongoing.