



REPLACEMENT EQUIPMENT ANALYSIS



Custom Prepared for: Laundromat Owner
Created by: Laundry Equipment Services, Inc
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If your coin laundry business improved this year, what factors were responsible?
(Check all that apply.)

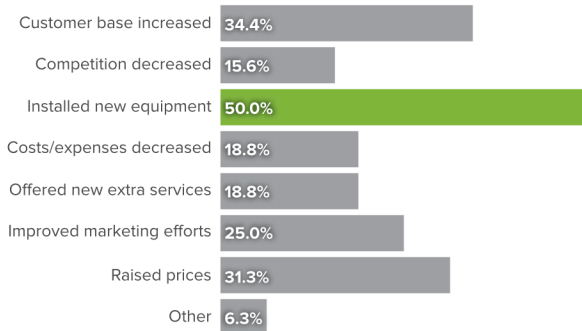


Exhibit A

In a December 2012 survey by American Coin-Op (Exhibit A) it polled self-service laundry owners who saw growth over 2011. Of the 67.4% of owner/operators that saw growth over 2011 — 50% attributed the increase in business to installing new equipment. 2012 business growth over prior year could also be attributed to increase in vend price 31.3% and 18.8% to decreasing expenses.

A February 2014 survey by American Coin-Op (Exhibit B) confirms store owners plan to: add new washers/dryers, raise prices and spruce up their stores. They plan to do this even though your main concern, as seen in Exhibit C, is rising utility costs.

By replacing your old equipment, you can decrease utility expenses, increase revenue and vend pricing, and refresh the look and functionality of your laundry.

Huebsch has custom prepared the following document that calculates the utility efficiencies and cost savings you receive with our state-of-art equipment. Similar to what the survey states, you will be amazed at what installing new equipment can do for your business.

ATTACHED IS YOUR REPLACEMENT PLAN TO POTENTIALLY:

- 1. DECREASE UTILITY EXPENSES**
- 2. INCREASE DAILY REVENUES**
- 3. DECREASE OVERALL MAINTENANCE COST: 3/10 YEAR WARRANTY**
- 4. IMPROVE YOUR STORE AT NO ADDITIONAL COST**

What do you have planned for your coin laundry in 2014?
(Check all that apply.)

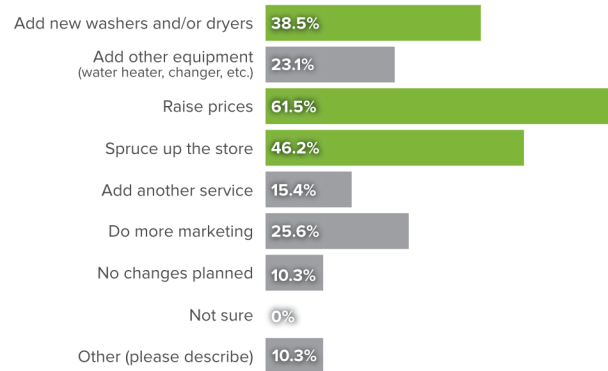


Exhibit B

What's your greatest business-related concern looking ahead?

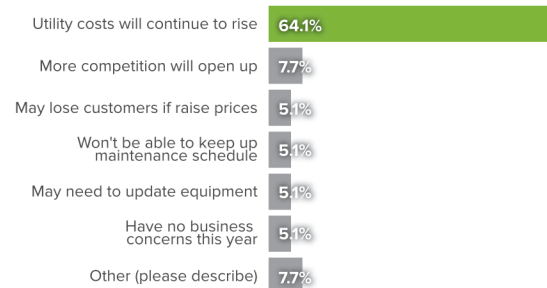


Exhibit C



DECREASE UTILITY EXPENSES

Equipment mix and assumptions are as follows:

CURRENT EQUIPMENT			
MODELS	QUANTITY	TURNS PER DAY	VEND PRICE
Mech. Timer 2-Speed	20	3	\$2.25
Mech. Timer 2-Speed	18	3	\$4.25
Mech. Timer 2-Speed	10	3	\$6.25
V-Micro 140G	3	3	\$8.25
JT32DG	27		

REPLACEMENT EQUIPMENT			
MODELS	QUANTITY	TURNS PER DAY	VEND PRICE
Galaxy 600 200G	20	4	\$2.50
Galaxy 600 200G	18	4	\$4.50
Galaxy 600 200G	18	4	\$4.50
Galaxy 600 200G	10	4	\$6.50
Galaxy 600 200G	3	4	\$8.50
HTT45NBC	27		

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DECREASE UTILITY EXPENSES

Based on these, estimated water, sewer & gas costs would be:

PER DAY	
Current Equipment	\$215.38
Replacement Equipment	\$198.23

PER 7 YEARS	
Current Equipment	\$550,301.76
Replacement Equipment	\$506,469.96

UTILITY COST	
Gas	\$0.69 Per Therm
Water	\$6.25 Per 1,000 Gal
Sewer	\$6.25 Per 1,000 Gal

Cold Water Temperature	58° F
Huebsch G-Force	200

HUEBSCH GALAXY™ SAVINGS	
Daily	\$17.16
Monthly	\$521.81
Annual	\$6,261.69
7 Year	\$43,831.80

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INCREASE DAILY REVENUES

Cycle Modifier Value Adder

Extra wash and rinse keys enhance profitability. These options enable customers to tailor wash cycles, and the premium vend prices offer extra profit opportunities for your store.

Capacity	20-30 lbs.	40-60 lbs.	80-100 lbs.
Extra Wash Vend	\$0.25	\$0.50	\$0.75
Extra Rinse Vend	\$0.25	\$0.50	\$0.75
Percentage of Use	25%	25%	25%
Turns per Day	4	4	4
Number of Units	20	46	3
Years of Use	7	7	7
Value of Huebsch Extras	\$12,775.00	\$58,765.00	\$5,748.75

Total Gross Value of Huebsch Extras

\$77,288.75

CYCLE MODIFIER VALUE ADDER INCREASED REVENUE	
Daily	\$30.25
Monthly	\$920.10
Annual	\$11,041.25
7 Year	\$77,288.75

ADDITIONAL VEND INCREASED REVENUE	
Daily	\$583.75
Monthly	\$17,755.73
Annual	\$213,068.75
7 Year	\$1,491,481.25

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DECREASE OVERALL MAINTENANCE COST: 3/10 YEAR WARRANTY

When you choose Huebsch laundry equipment, you're not just getting supremely reliable and efficient machines. You're also getting peace of mind that your equipment will last. That's because we offer a 10-year extended warranty* on all our vended cabinet hardmount washer-extractors with 20 through 80 lb capacities. All machines produced on or after May 15, 2007 (sold or installed in the United States or Canada or sold or installed after January 2014 outside the United States or Canada) are covered. Even better, the warranty is transferable and lasts the entire 10 years — even if there are changes in ownership.

We stand behind our frame, outer tub, cylinder, shaft, bearing housing and seals and bearings like nobody else:

COMPONENT	NEW LENGTH OF WARRANTY
Frame	10 years
Outer Tub	10 years
Cylinder	10 years
Shaft	10 years
Bearings and seals	10 years
Bearing Housing	10 years
Is warranty transferrable?	yes

MAINTENANCE COST SAVINGS	
Daily	\$24.66
Monthly	\$750.00
Annual	\$9,000.00
Over 3 Year Warranty	\$27,000.00

* The 10-year extended warranty is effective on Huebsch vended cabinet hardmount washer-extractors with 20 through 80 lb capacities. To qualify, equipment must be manufactured on or after May 15, 2007 (sold or installed in the United States or Canada or sold or installed after January 2014 outside the United States or Canada) (pre-Galaxy design units, models beginning with HC0 and Galaxy™ design units, models beginning with HCNO). Warranty runs from the date of the first installation by the original owner. See your local authorized Huebsch distributor for additional details. The Huebsch vended cabinet hardmount washer extractor 10-year extended warranty is transferable.

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SUMMARY

REPLACE YOUR EQUIPMENT WITH HUEBSCH GALAXY™

- 1. DECREASE UTILITY EXPENSES
- 2. INCREASE DAILY REVENUES
- 3. DECREASE OVERALL MAINTENANCE COST: 3/10 YEAR WARRANTY
- 4. IMPROVE YOUR STORE AT POTENTIALLY NO ADDITIONAL COST

HUEBSCH ESTIMATED EQUIPMENT COST	\$1,003,547.80
FINANCE PAYMENT FACTOR	0.0144

HUEBSCH GALAXY MODELS

Average Monthly Utility Savings	\$521.81
Average Monthly Increased Vend Revenue	\$17,755.73
Average Monthly Value Adder Revenue	\$920.10
Average Monthly Maintenance Cost Savings	\$750.00

Increased Profitability with Huebsch (overall value)	\$19,947.64
Monthly Finance Payment	\$14,421.02

The Huebsch Galaxy offers a lot more than just energy savings. Make sure your customer is aware of all of these benefits they get with the Galaxy's that are basically for free after the utility savings.

* For this example, the finance payment factor used assumes a prime rate of 5.5% or less to a "veteran" business owner. This is a variable rate with no payment deferrals. Depending on the specific finance option selected, the monthly payment may vary. Please contact Huebsch Financial Services for the exact payment based on the finance option selected. Huebsch Finance can be reached @ 877-908-5030.

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