

IMPROVING RESPONSIBILITY TOWARDS THEIR CLIENTS **WITH A GOOD LAUNDRY FACILITY**

Valldaro campsite is an example of how to achieve a coin-op laundry which meets the needs of the clients in the most cost-effective manner

It is not easy for a campsite to receive a 1st category distinction. It is necessary to have both the amenities and an excellent degree of quality to be able to display a 3 star logo.

Valldaro camping in Platja d'Aro (Girona), which celebrated its 40th anniversary this year, is a demonstration of what the prestige of a first class camp site can achieve by paying attention to the client and providing the required amenities in reply to their demands.

In addition to specific facilities such as 3 swimming pools, 2 bar-restaurants, 2 supermarkets, hairdresser, doctor, sports facilities (football ground, 5 a side football, volley ball, basket ball, skating rink, children's play park, mini-golf and 4 tennis courts), Valldaro camping also has a laundry service equipped to the full, to meet the washing needs of its clients.

A quality laundry service is essential to any camp site that is perceived to be one of the best.

A coin-op laundry on a campsite is directly related to the camper's hygiene and personal image. Equally, the laundry installations are important to the clients who require a rapid, effective and economical wash.

Quality for the client and profitability for the owner

To attain a laundry service which offers not only what the client needs, but at the same time is cost effective for the owner, the first step is to seek an assessor who can calculate the washing requirements generated by the campsite according to the number of places.

The owners of Valldaro camping entrusted their laundry amplification project to Girbau. Although the existing laundry was equipped with German built equipment, they decided to rely on Girbau to equip the new laundry. *"The manner of Girbau's commercial assessor was excellent and I was convinced. The equipment has proved to me the advantages of working with a local company with Girbau's experience"* affirms the laundry manager at Valldaro camping.

Respect for the environment is expressed by a reduction of consumption and costs

After calculating the possible washing requirements generated at Valldaro with more than 20 hectares of land designated to camping, Girbau's sales engineering team deduced that the new coin-op laundry should have 8 HS-4007 7kg capacity washer extractors and 5 STI 12kg capacity tumbler dryers.

Girbau offered Valldaro camping the equipment it needed to be able to offer a good service to the clients whilst simultaneously achieving the best possible profitability.

The HS-4007 washers succeed in not only achieving the required criteria for economic profitability, but also meet with Valldaro's environmental commitment, with their ISO 14001 certification and the consequences of its relevant demands in matters relating to the environment.

The HS-4007 has a significantly reduced consumption of water and electricity. And since Girbau holds the ISO 14001 certification and the exigent European certification EMAS, all their products meet with the various criteria in respect to the environment, which at the same time result in a reduction in costs derived from the reduced consumption of their machines.

All the Girbau washers have super-extraction. The laundry leaves the washer only relatively damp and as such with only a short cycle in the dryer, the laundry is completely dry, once more making a saving on energy and the impact on the environmental.

The importance of equipping a coin-op laundry with heavy-duty equipment

Valldaro camping also took into account the need to install heavy-duty equipment in their new coin-op laundry, since the equipment is at the disposition of the public and subject to significant wear and tear.

The acquisition of heavy-duty equipment guarantees a good return on the investment. In addition it avoids continuous maintenance problems, and likewise makes a saving in repairs and annoyance to the clients.

Girbau's slogan "built to last" defines the robustness of this manufacturer's machinery.

To avoid any risk of corrosion, Girbau's washer-extractors are constructed of a chassis with a welded metal frame with high resistance epoxy primer and paint; inner and outer drums in stainless steel AISI-304, front and top panels in stainless steel; Galvalume with high resistance epoxy primer and paint.

The monobloc bearing casings are also designed to work in the hardest conditions. The absence of maintenance and lubrication, the elimination of lost time, the easy replacement of all the components and the reinforced structure of

the machines are other factors which increase the robust qualities of the machines and achieve profitability and savings.

Caring for its image offering a good laundry service

Having a good laundry service is without doubt essential to any campsite seen to be offering quality.

Making the most of the advantages of working with industrial machinery of well known prestige has repercussions which prove to be positive in economical terms but also have a positive influence on the balance of satisfaction with regard to their clients. If you would like more information or a detailed estimate specific for your campsite laundrette, please contact Girbau on the following website: www.girbau.com or by telephoning (+34)938861100.