



## TECNOLAV PREMIUM IN ARGENTINA HANDLES 12,000 KG OF LINEN A DAY

The Tecnolav Premium Argentina laundry in Buenos Aires opened in July 2007 with just a few washers in a garage. In less than 5 years, this enterprising initiative has become a thriving business which handles 12,000 kilos of linen a day in modern facilities equipped entirely with Girbau machinery.

The project was born with the intention of offering an efficient and high quality laundry service for the bed and bathroom linen in Buenos Aires's boutique hotels - stylish and normally luxury establishments in clear expansion in Argentina. Over time Tecnolav has expanded its range of clients and has also found an opening in renowned hotel chains including Hyatt, Sofitel or Alvear, among others.

### Growing together with the Girbau Group

For its managers, choosing Girbau was a question of trust. "We would not have been able to get where we are without Girbau's support and without the training and constant help that they have given us. More than our suppliers they are rather our strategic allies", explains Fernando Argiro Mammato, owner of Tecnolav Premium. During

the process of setting up, expanding and consolidating the business, the laundry was able to count on the advice and support of the manufacturer of industrial laundering equipment at all times.

This is Girbau's main raison d'être: accompanying the client as if they were a partner, feeling itself to be a partner rather than a supplier and growing in the direction that each of them requires. This philosophy, which embraces the manufacturer's slogan "Growing together", has also led to the development of a wide range of products which allow the equipping of all kinds of laundry, regardless of their size, and providing specific answers for each business.

In the case of Tecnolav Premium, the strategic alliance with Girbau coupled with their business requirements, has led to the installation of a complete batch washing system, two flatwork ironers with a feeder and four folders, in addition to five HS high speed

soft-mounted washers and three ST and STI series dryers. "The different capabilities of the machines allow us to meet the specifications of any hotel effectively, whatever the size."

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### Making life easier for clients

The Tecnolav Premium philosophy also goes beyond offering a linen cleaning service, and includes a commitment to simplifying the lives of its clients. Its strategy, pursuing the same Growing Together concept, involves *“investing time to listen to and understand clients’ cleaning and hygiene requirements in order to subsequently discover the innovative formula that gives them the most simple and cost-effective solution”*.

*“We form partnerships with our clients in order to meet their expectations at all times and wherever they may be”* adds Fernando Argiro. *“It is not simply a case of washing, but rather of offering a comprehensive service for the care of white linen, fulfilling orders in a timely manner. They have earned the trust of clients”* considers Argiro, *“by being efficient and honest, working strenuously and taking care of every detail”*.

### Efficient and intuitive machinery

Another key to Tecnolav Premium’s success is saving, in every sense of the word. In first place, without a doubt, are the economic and energy savings that have been achieved by installing new generation Girbau machinery. The consumption of water and chemical products has been reduced from the 26 litres per kilo of linen treated in Tecnolav’s early days to the 5 litres per kilogram currently used.

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The equipment used is extremely intuitive, easy to use and ergonomic, a fact that has helped Tecnolav save time and improve the comfort of its operators. *“We say that the machines are incredibly user-friendly. Our employees have learned to handle them immediately, and all operate smoothly even in the batch washer”*, assures Fernando Argiro.

The permanent contact with Girbau, along with their laundry solutions, have also allowed Tecnolav Premium to rapidly improve its production capacity, cycle time cuts, maintenance or assistance in resolving incidents. These adjustments not only make the day-to-day operation of the laundry much easier but also have a positive effect on their clients, who receive a high quality service at very reasonable prices.

### Tecnolav Premium Argentina’s equipment

#### WASHING

TBS-50/12 batch washing system  
HS-6023 washers  
HS-6040 washers  
HS-6057-STAT washers

#### DRYING

STI-54 dryer  
STI-77 dryer  
SPR-50 Water extraction press  
ST-100 Sequential Dryer

#### IRONING / FOLDING

PSN80 Flatwork ironer  
FL-KING+ Rotary stacker  
DRM Feeder  
  
PC120 Flatwork ironer  
FL-KING + Rotary stacker + Small item receiver  
  
FT-MAXI and FT-SMART towel folders

