



GIRBAU

GROUP





Professional wet cleaning



Gentle wet cleaning



Very gently wet cleaning



Professional wet cleaning is not allowed

WET CLEANING SOLUTIONS "WORKSHOP"



Professional wet cleaning



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GOAL FOR THAT WORKSHOP

- TO UNDERSTAND ALL WET SOLUTION FOR WET CLEANING.
- WET TECHNOLOGY TENDANCY IN FUTURE



WET CLEANING DEFINITION:



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WASH PROCESS

USING WATER AS A SOLVENT

PHASE 1: WASHING

PHASE 2: FINISHING





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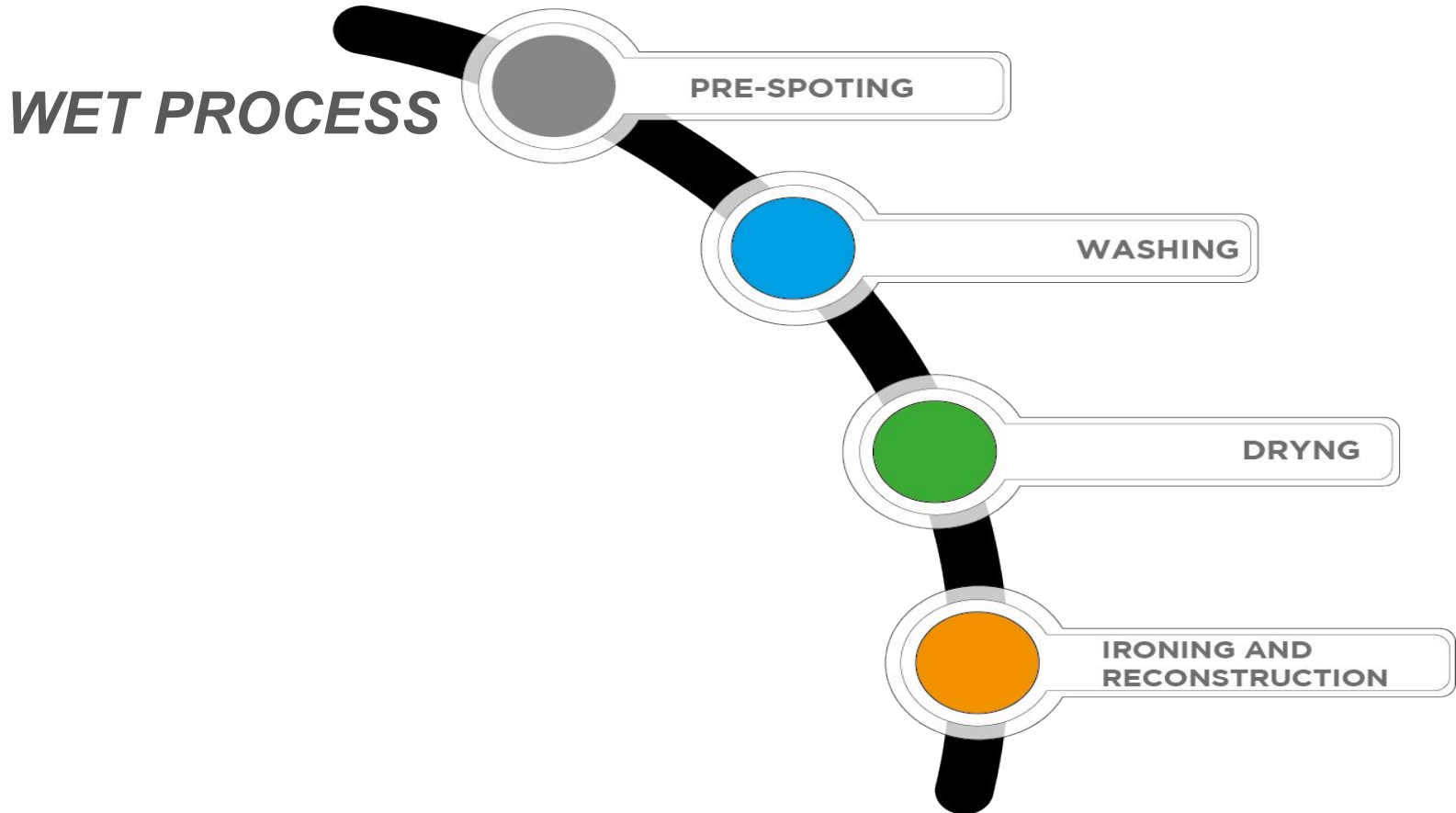
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TYPICAL WET CLEANING PROCESS

Wet Cleaning Phases





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WET CLEANING PROCESS

What can be washed in wet cleaning

Process?

Big percentage of our clothes, in THE WORLD we can say: we can process over 97% of the clothes we use.

And we don't want to talk about 100% because:

- Always we have new textile Items (**Constant Evolution**).
- Special clothes like Kimonos, Hair coat, hand made clothes,...
- Special color pigments.
-



-There are a lot of types of linen in the World.

RAW SILK





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ACTUAL AND FUTURE EXPECTATION

Thinking with the most common Clothes we use

TODAY:



FUTURE:





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COMPARISON WET CLEANING vs. DRY CLEANING PROCESS

Benefit comparisons

	DRY CLEANING	WET CLEANING
Sweat	2	5
Proteins	1	4
Greases / Fats	4	3
Shrinkages	3.5	3
Smells	1	5

1 Not sufficient
5 Very Good



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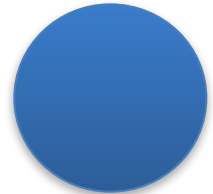
COMPARISON WET CLEANING vs. DRY CLEANING PROCESS

Comparison Process

DRY CLEANING

WET CLEANING

Possibility to wash different kinds of Clothes. (Textiles)



Initial investment





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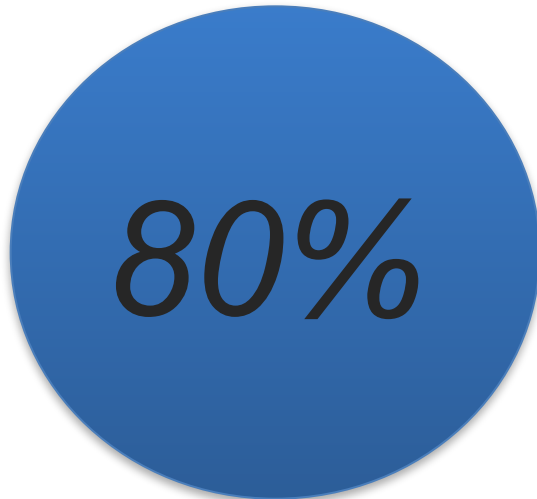
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COMPARISON WET CLEANING vs. DRY CLEANING PROCES

Questions based on the chart



80% of the Dirtiness in our
Linen are Water base



20% of the Dirtiness in our
Linen are Oil base

**Why are we still using a machine prepared for this 20%?
The solution is Wet Cleaning**



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Why Now?

DUE TO: CHEMICALS **EVOLUTION** TO TREAT BETTER TEXTILE.

- HIGH DIRT SOLUBILIZING POWER.**
- PREVENT COLOR MIGRATION.**
- TREATMENT TEXTIL SURFACE FOR **BRIGHTEST COLORS.**
- CONDITIONER THE TEXTILE TO GENERATE **LESS WRINKLES.**
- MORE **FLUFFY** OF THE CLOTHES.
- AVOID **SHRINK.**
- INERT AND VERY BIODEGRADABLE PRODUCTS.
- EASY TO **TRANSPORT.**



Clients del wet cleaning



DRY CLEANERS

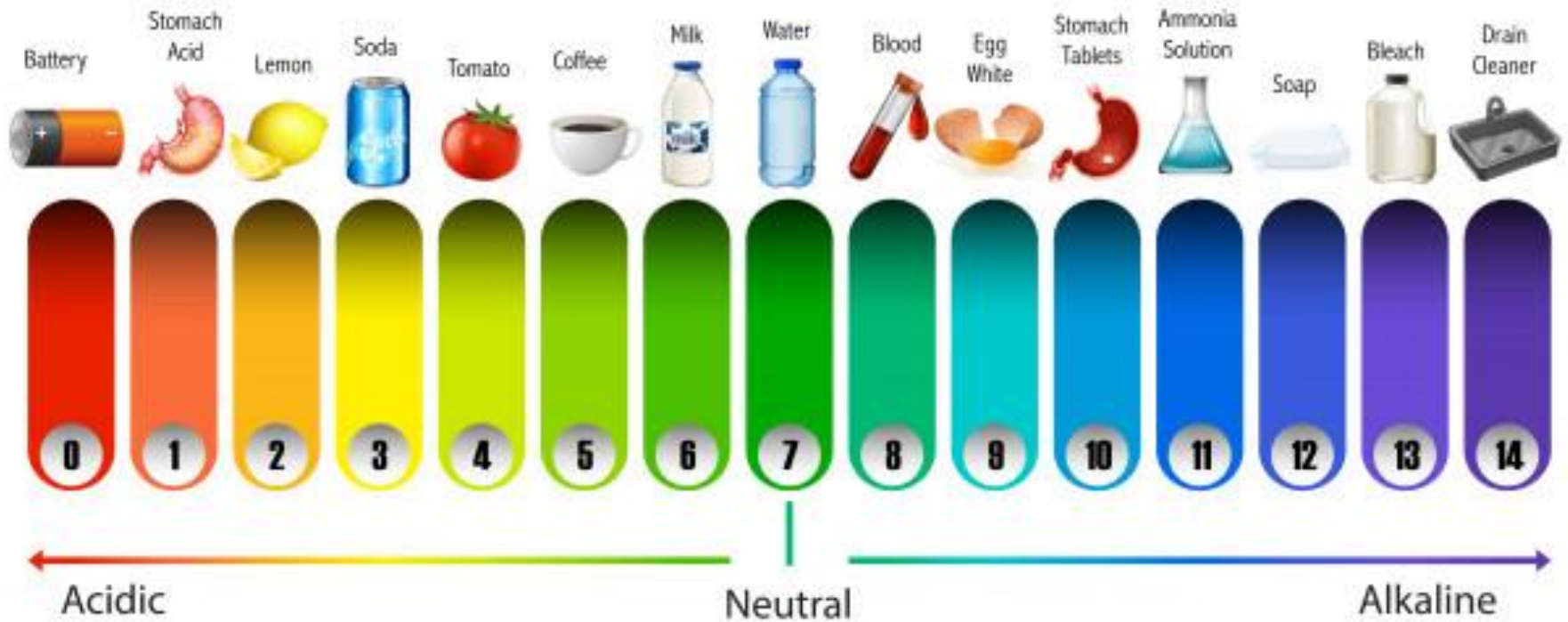


HOTELS
CARE HOMES



LAUNDRIES

The pH Scale





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TRADITIONAL WASH PROCESS

Wash Process – Sinner Diagram





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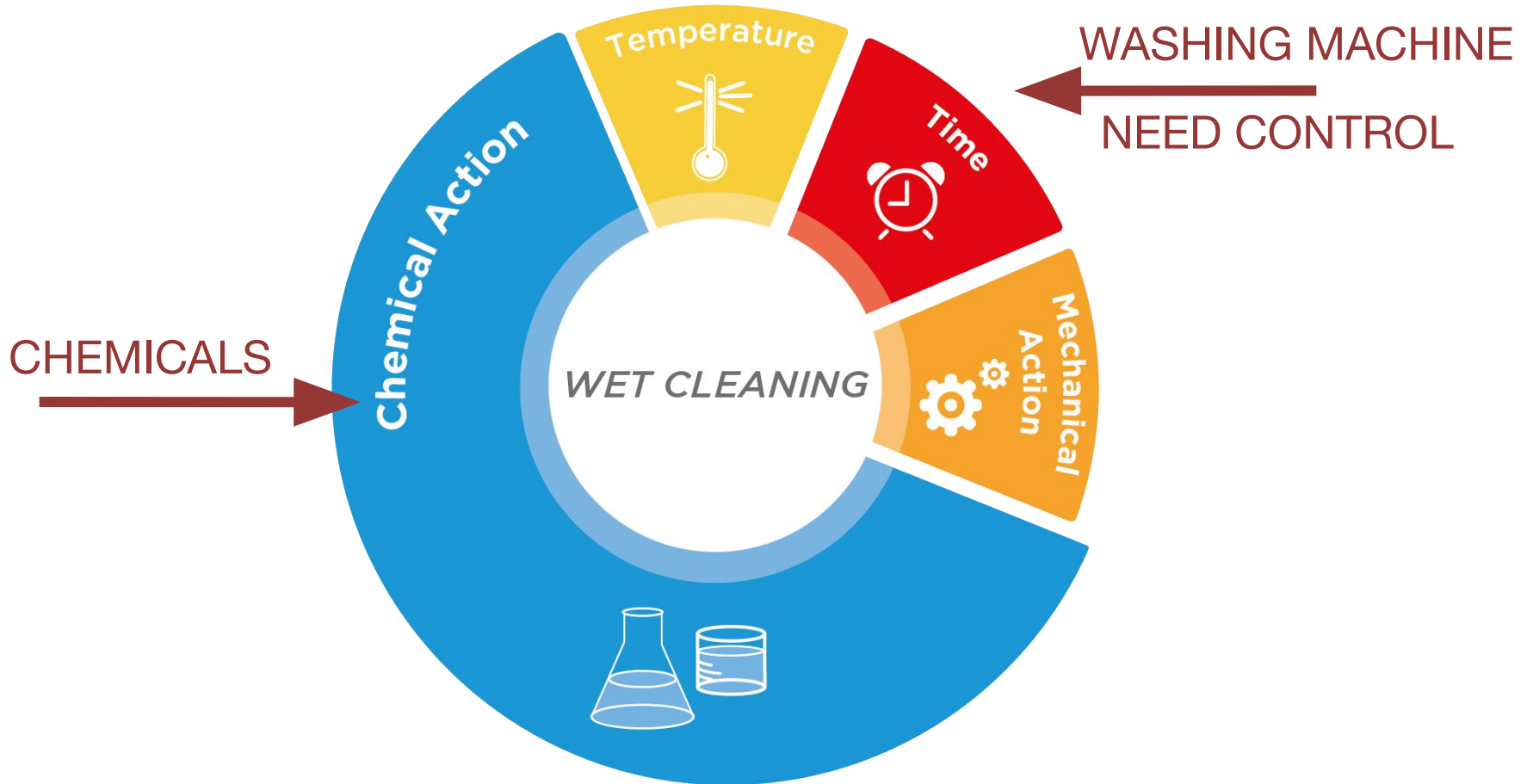
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WET CLEANING WASH PROCESS

Wash Process – Sinner Diagram





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WET CLEANING WASH PROCESS Washing Machine



CONTROL



WASHING PROCESS:



Control the mechanical Action:

- Time. Low resting time combined with short movements
- Reversing speed programmable.
- Possibility to fill water with stopped Drum.



Accurate Temperature Control

- Accurate control of the bath (+/- 1°C).



Short time process (productivity)

- Short washing cycles. Minimum 2 cycles hour.



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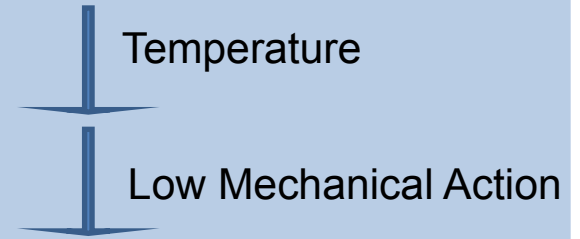
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WET CLEANING WASH PROCESS

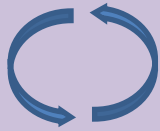
Wash Programs – Phases in a wash process

1st. Part

- Introduce Chemical with Drum Stop.
- Protect de Garments with specific products
-
- Introduce the Wash product



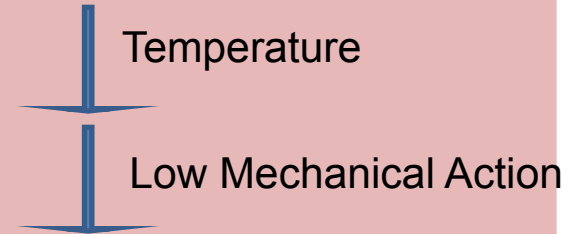
2on. Part



- Gentle extraction with half spin revolution

3th. Part

- Introduce Chemical with Drum Stop.
- Introduce the Protection product /Finish
- Controlled Mechanical Action
-
-
- Finish program with High Spin revolutions.





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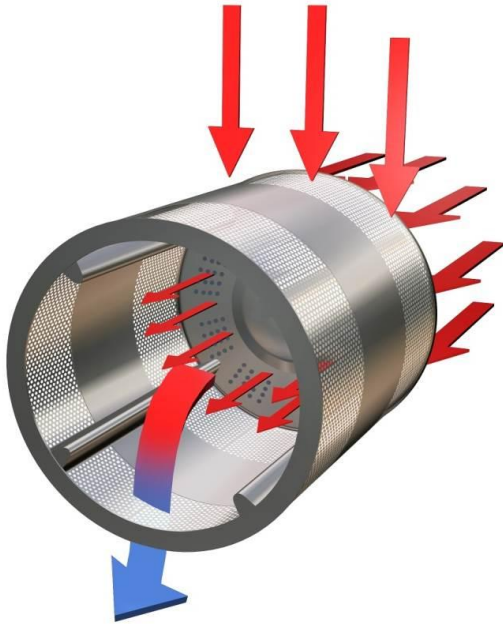
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WET CLEANING DRY PROCESS

Dry Programs – Typical in wet cleaning



Main Parameters to take into account:

- Pre-heat the drum before starting the cycle.
- Control the temperature inlet the drum, limit at 120°C
- Short Programs (not so much mechanical action).

Well appreciated from design machine:

- The deformation on the Drum holes.
- Control the speed.
- Humidity control for some loads.



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WET CLEANING PROCESS

What is Girbau doing with WET CLEANING?

We join with Chemical Suppliers to create a “solution”
in a KIT Format.

WET
SOLUTION PACKS



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WET CLEANING PROCESS

What is Girbau doing with WET CLEANING

What is the kit?

- BLUE PACK**
- GREEN PACK**
- YELLOW PACK**
- ORANGE PACK**

Kg/h	Pieces/hour	Pieces/Day	Kit Description	Color
14,4	20 - 36	160 - 280	HS-6013 + ED 260 + programmes + Dosing Pumps set + chemical set	BLUE PACK
18,8	26 - 46	206 - 360	HS-6017 + ED 340 + programmes + Dosing Pumps set + chemical set	GREEN PACK
26,6	38 - 66	298 - 520	HS-6024 + ED 460 + programmes + Dosing Pumps set + chemical set	YELLOW PACK
35,5	49 - 86	386 - 675	HS-6032 + ED 660 + programmes + Dosing Pumps set + chemical set	ORANGE PACK

COMING SOON



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WET CLEANING PROCESS

What is Girbau doing with WET CLEANING

What is the kit?

- BLUE PACK**
- GREEN PACK**
- YELLOW PACK**
- ORANGE PACK**

Drying Machine
With programs

ED260/340/460/660



Washing Machine
With programs

HS-6013/6017/6024/ 6032



Pumps Set
8 Pumps



Starter Kit
Chemical Products
20 liters

Programs
Wet+Laundry

Machines with preset programmes:
Washers: 8 programmes
Dryers: 3 programmes



chemical set

1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32
W	W	W	W	W	W	W	W	W	W	W	W	W	W	W	W	W	W	W	W	W	W	W	W	W	W	W	W	W	W	W	W
W	W	W	W	W	W	W	W	W	W	W	W	W	W	W	W	W	W	W	W	W	W	W	W	W	W	W	W	W	W	W	W
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WET CLEANING PROCESS

What is Girbau doing with WET CLEANING?

Why kit format?

- EASY TO BUY (ALL YOU NEED IN ONE CONTACT)
- READY TO USE
- EASY TO USE
- BEST UNION BETWEEN MACHINE AND CHEMICALS PRODUCT
(Bigger Potential we find the best of each)
- USEFUL
-
- TESTED AND PROVED For both Companies
- ATEMPORAL FOLLOW SYSTEM WITH AUDITS





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WET CLEANING PROCESS

What is Girbau doing with WET CLEANING

Kg/h	Pieces/hour	Pieces/Day	HS-6015 + ED 260 + programmes + Dosing Pumps set + chemical set	BLUE PACK
14,4	20 - 36	160 - 280		
Kg/h	Pieces/hour	Pieces/Day	HS-6017 + ED 340 + programmes + Dosing Pumps set + chemical set	GREEN PACK
18,8	26 - 46	206 - 360		
Kg/h	Pieces/hour	Pieces/Day	HS-6024 + ED 460 + programmes + Dosing Pumps set + chemical set	YELLOW PACK
26,6	38 - 66	298 - 520		
Kg/h	Pieces/hour	Pieces/Day	HS-6032 + ED 660 + programmes + Dosing Pumps set + chemical set	ORANGE PACK
35,5	49 - 86	396 - 675		

Optional: Finishing Equipment





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WET CLEANING PROCESS

What is Girbau doing with WET CLEANING



In laundry, emotion goes with the flow

Optimized and simplified dry to dry Wet Cleaning solution packages



All in one Solution Equipment, programs, chemical products and dosing pumps.



Dry Cleaners



Hotels



Laundries



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WET CLEANING PROCESS

What is Girbau doing with WET CLEANING

ALLWET EXPERIENCE CENTER *(Inside Girbau)*





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WET CLEANING PROCESS

Price List

Price List February 2017 V.0



BLUE PACK Washer Extractor HS-6013 Dryer ED260 Pump Set Starting Kit Chemical Products	Price List= 17.000 Euros
GREEN PACK Washer Extractor HS-6017 Dryer ED340 Pump Set Starting Kit Chemical Products	Price List= 19.000 Euros
YELLOW PACK Washer Extractor HS-6024 Dryer ED460 Pump Set Starting Kit Chemical Products	Price List= 23.000 Euros
ORANGE PACK Washer Extractor HS-6033 Dryer ED660 Pump Set Starting Kit Chemical Products	Price List= Available Soon

The Price is for Complete kit.



To define:
Washer Extractor Heating system: Hot, Electrical or Steam
Dryer Heating system: Gas (N or P), Electrical or Steam
Electrical supply needed.

New Discount:

“Soluciones” Discount. For ALLWET is -35% from Price list.



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WET CLEANING PROCESS

Who has to do what?

GIRBAU

- Will provide the Complete Kit (Wash+ Dryer+ 6 Pumps Set+ Starting Kit)
- Solution Discount

BUFA

- Will provide the training and Hot line support about process.
- Set-up and follow up training.
- Continue providing chemicals and satisfying customer new needs.

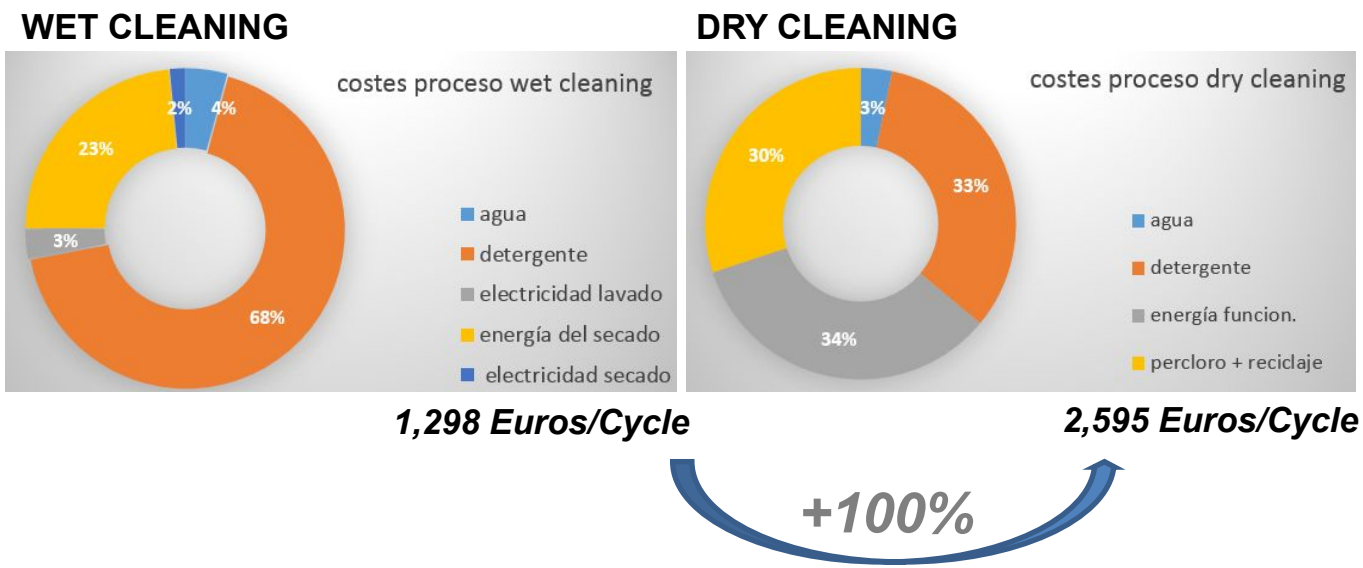
PERMAK

- To be a Promoter/Sale of "Allwet" Kits
- To have Training Kits in its facilities to do Training to customers
- To install the Kit. (Wash+ Dryer+ 6 Pumps Set+ Starting Kit)
- To do Maintenance Service (First Year 2 Preventive visits).
- HotLine about machine as usual.





Comparative Wet Cleaning vs. Dry Cleaning





Comparative Wet Cleaning vs. Dry Cleaning

Repercussion to 5 years – Cycle Cost



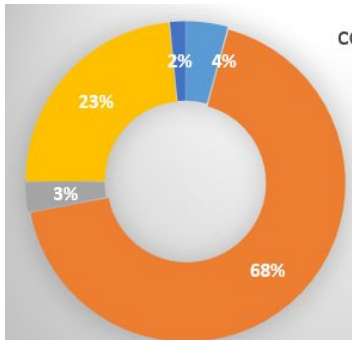


Comparative Wet Cleaning vs. Dry Cleaning

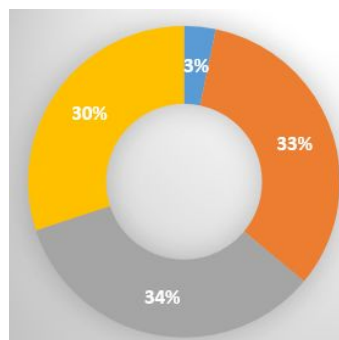
Repercussion to 5 years – Cycle

Cost

WET CLEANING



DRY CLEANING



Concepto	Total
Coste total WET	26.147 €
Coste Total DRY	52.588 €
Diferencial a favor WET	26.441 €

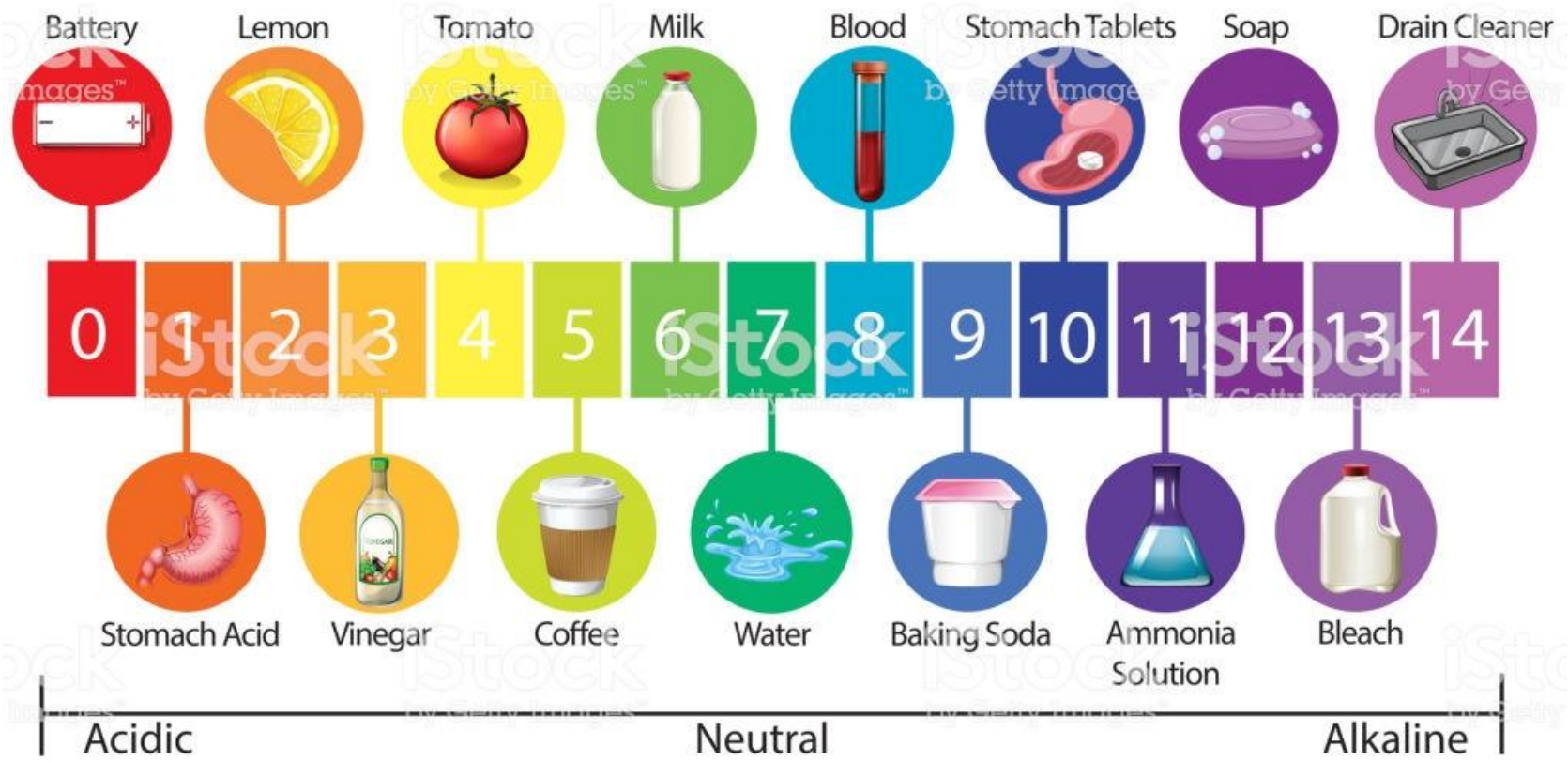


SPASIBO VAM

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The pH Scale



QUICK WET CLEANING TEST!!

1.- How is the Ph of the bath on a Wet Cleaning process?

- a) Alkaline
- b) Neutral
- c) Slightly Acid
- d) Acid

2.- Can we mix deferent kind of garments on the same bath?

- a) No, never
- b) Sometimes
- c) Yes

3.- What is cheaper, the Wet Cleaning or the Dry Cleaning?

- a) Dry Cleaning
- b) Wet Cleaning
- c) Same price

4.- What are the most important differences between Wet Cleaning & Laundry?

5.- Is Wet Cleaning the substitute for Dry Cleaning?

6.- Is the Wet Cleaning environmentally friendly, in comparison with Dry Cleaning?