

Bringing peace of mind to laundry customers



HOTEL HYGIENE: More hotels are installing barrier washers, the CS washers are seen here at the Galynish Hotel Academy

Danube International designs technically advanced machines that meet the requirements of its distributors and end users in markets ranging from hotel and healthcare to commercial establishments

Danube has built a reputation worldwide as a specialist manufacturer of laundry equipment that stays loyal to its customers. Through its expertise and its support for distributors and end-users the company has become a market leader.

It has remained successful, even in the last difficult year. Revenue and profit for 2009 are roughly similar to results in 2008 and Danube has also increased its share in the French home market.

Exceptionally, claims managing director Bernard Jomard, the company has managed to avoid reducing either staff numbers or hours.

The company's strength in the healthcare market has continued but 2009 has seen Danube enjoying particular success in gaining projects in the hotel market. These include:

- the five-star Ashgabat, Turkmenistan, which opens February/March 2010;
- the Grand Hyatt Dushanbe, Tajikistan;
- the-Holiday Inn Baku, Azerbaijan;
- the Mandarin Hotel, Marrakech, Morocco;
- two Accor Hotels in Algeria and a further two from the group in Russia;
- a five-star hotel in Kampala Ouganda and two five-star hotels in Saudi Arabia.

On premise laundries have three main priorities – faster, cleaner washing; drying ironers that are both efficient and economical and tumblers that shorten drying times to save energy and operate smoothly to minimise the risk of damage to linen and clothes.

With its continual programme of research and development Danube meets these demands and brings technical innovations to the market at regular intervals. Bernard Jomard is also keenly aware that the laundry

PIONEERING MACHINE: Danube's Med 16 machine was a pioneering model as it demonstrated that the barrier concept could be accommodated in compact machines to suit smaller OPLs



industry must adapt to a changing environment where there is constant pressure worldwide to reduce water and energy use both to cut costs and to conserve natural resources.

Both healthcare and food service sectors have strict hygiene requirements and Danube with its experience in designing barrier washers has been well placed to meet such requirements. Its expertise allowed it to lead the introduction of the barrier concept into 16 and 22kg machines with a compact footprint. These have proved ideal for smaller OPLs.

Even hotels are beginning to install barrier designs.

The company's latest Pullman barrier washers have an excellent mechanical action to produce a high quality result while both the drum and the basket are designed to minimise water use, which in turn saves energy as there is less water to heat. High extraction rates reduce the time needed in the dryers to save energy and the frequency-controlled motors also contribute to energy savings.

Eco friendly and cost effective

Danube's innovation and awareness of the market demands for eco-friendly, cost-effective machines is also apparent throughout its washer range.

Its washer-extractors have been designed to reduce water (in some cases, they operate with as little as 7 litres per kg of uniforms). This also reduces chemicals and energy use.

Cleanliness depends on the balance between water, detergent and mechanical action and Danube's washers have been designed to produce highly efficient mechanical action.

This maximises soil removal and reduces wash time without compromising on quality. The washers have a wide range of efficient and economical programs that provide excellent results on heavy, medium or light soiling.

The Danube name is strongly linked with dryer-ironers and the company is the largest producer of these machines worldwide. These ironers are equipped with a "Smart" system that continually measures the linen's residual moisture and adjusts the speed to suit. The ironers have a thick polished cylinder that conducts heat efficiently.

These two features contribute to both energy efficiency and productivity.

The ironers are available with a choice of three heat sources. The DI gas ironers will heat very quickly and have a continuous of supply of fresh air to their burners so keeping gas consumption to a minimum.

In the steam-heated range, the steam circulates between two thick cylinders to provide excellent heat conductivity and stable temperature. Thermal oil heating is also an option in this range.

The electrically-heated models are designed to minimise maintenance requirements.

Tumble dryers play an important role in many OPLs and the Danube dryers are designed to be both energy-efficient with short drying cycles and to minimise wear and tear on the linen, so prolonging its life.

The dryers feature direct-drive frequency inverters, which allow smooth acceleration and deceleration.

Danube knows that its distributor network needs strong support in addition to well-designed machines.



VARIED ACTION: The company's washers ensure mechanical action is suited to the load to produce excellent results on different load classes

The company's staff are trained to predict requirements and be ready with solutions to any problems that may arise.

The company also makes a large amount of information available on websites, with several language options. These websites provide technical and marketing information, details of spares and safety standards. The sites consider both dealer and end-user requirements so distributors can help both themselves and their laundry customers. The laundry sizing and design service on the web is a good example of this foresight.

Loyalty to its distribution network is a high priority for Danube. If a technical fault seems likely to be widespread, the company immediately acts to remedy this by informing all dealers of the problem, recommending a solution and sending the necessary parts.

Finally Danube provides its distributors not only with quality machines, but also with prices that help them remain competitive in a tough market. **LCNI**

CLEANER AND FASTER: Danube washer-extractors are designed to produce excellent cleanliness with faster cycles. The company's GF washers are seen here in a five-star hotel in Antalya, Turkey

