

Laundry Cost Reduction



Ensure-PCR™ Process Features:

- 24-hr Remote Monitoring, Data Logging & Troubleshooting
- 24-hr Field Service Response
- All standard system preventative maintenance is included
- Routine Laundry Process Optimization Consultations

Advanced Oxidation Laundry Process With Proven Annual Cost Reduction

THE BOTTOM LINE FIRST!

1. The **Ensure-PCR™** Laundry Cost Reduction Process can save you thousands of dollars per year on your fixed laundry costs.
2. **No** Capital Costs, **No** Maintenance Costs, **No** Hidden Fees or Costs. Just a flat monthly process fee.
3. No Questions Asked, **90-Day Money Back Guarantee**. The process system will be removed and all process payments will be refunded.

HOW DOES THE **ENSURE-PCR™** PROCESS START?

1
STEP

The **Ensure-PCR™** Process begins by establishing a preliminary savings estimate based on your annualized laundry costs. The main cost factors include utilities such as Gas, Electricity, Water & Sewer, and Chemicals.

SAMPLE LAUNDRY COST REDUCTION CALCULATION

Gas Cost Hot Water/Dryers =	\$17,046	x 47.41%	= \$8,082
Water/Sewer Costs =	\$7,934	x 10.00%	= \$793
Electrical Costs =	\$2,934	x 11.32%	= \$332
Chemical Costs =	\$6,484	x 30.00%	= \$1,945
Gross Costs Savings		=	<u>\$11,152</u>
Ensure-PCR™ Process Fee		-	<u>\$4,200</u>
Monthly Laundry Cost Reduction		=	<u>\$6,952</u>
Net Annual Laundry Cost Reduction		=	<u>\$83,424</u>

Continued →



Guardian Integrated Services

Guardian **Ensure-LCR™** systems feature PlasmaBlock® advanced oxidation generators which have been installed in over 500 systems manufactured by Guardian Manufacturing, Inc. during the past six years.



PlasmaBlock®

Testimonials

"Implementation of the system was easy. Guardian worked with Ecolab® during the installation and the conversion was seamless. Our savings from gas purchases alone saved us tens of thousands in our three month trial period!"

Chuck Summers
Vice President Operations
General Hotels

"We are experiencing impressive cost reductions in terms of lower chemical and natural gas usage due to the injection of ozone into the water, using cold water in the CBW and reduced time in the Milnor 6458 dryers."

Jim McAllister
Director of Laundry Operations
Professional Hospitality Resources, Inc.

Guardian Manufacturing

Guardian Manufacturing, Inc., is headquartered in Cocoa, Florida and is a leading manufacturer and integrator of industrial control and advanced oxidation antimicrobial treatment systems currently servicing customers such as:

- Coca Cola
- Busch Gardens
- NASA
- Hawaiian Tropic
- Lockheed Martin
- San Diego Zoo
- United Space Alliance

Guardian Manufacturing adheres to ISO 9001 quality standards and fabricates UL & Canadian UL approved systems & equipment.



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FULL LAUNDRY PROCESS CALCULATION

2 STEP Guardian sales engineers will assist in the computation and analysis of your annual laundry costs and integrate them into the final process proposal. This will require some research and input from Laundry Management and Facilities Departments. Once the data is calculated to show current laundry cost, by category, and the annualized reductions (including our process fee), Guardian will present a complete **Ensure-LCR™** process proposal for your approval.

INSTALL HARDWARE AND OPTIMIZE SOFTWARE

3 STEP Guardian laundry specialists will install the **Ensure-LCR™** process equipment at your facility. Typical installation and software recipe optimization takes a few days depending on the size of your operation. Normal laundry operations continue, with minimal interruption, as the **Ensure-LCR™** process is integrated into the facility.

START SAVING MONEY THE DAY THE PROCESS BEGINS

4 STEP Once the **Ensure-LCR™** is installed, you begin saving money the first day of operation. Guardian and your facility team will track savings and provide a cumulative analysis at the 90-Day mark. At this point you will see the dramatic process savings, as well as, the following benefits to your laundry operations:

- Shorter Wash Cycles (Labor Savings)
- Reduced Drying Times (Higher Productivity)
- Improved Linen Life (Less Lint)
- Improved Look, Feel and Smell of Linens
- Improved Wastewater Discharge
- Improved Sanitation
- Environmental Marketing Opportunities
- Reduced Chemical Handling
- Reduced Carbon Footprint (Regulatory Compliance)