wascomat

Retail space for lease?

Take a closer look at the coin laundry business.

Introducing a collaborative program to fill vacancies with a Wascomat Commercial Laundry Center, a world-class, reliable and innovative brand name anchor.

Why a laundromat?

Long-term stability, higher traffic and repeat visitors are just the beginning.

The laundry business is stable and has been steadily growing for nearly 70 years. Owners of coin laundries range from white-collar professionals seeking an additional revenue stream to dedicated operators with multiple stores across a region. Many successful coin laundries average a ROI of 20-35%, making it an attractive investment.

No Franchise Fees
A Wascomat Commercial Laundry Center is a unique business opportunity. It's not a franchise, so there are no franchise fees. The failure rate and start-up costs are much lower than with many franchise investments and other small business ventures. It's a proven business model with positive upside.

The laundry business is far more recession-proof than other businesses. In good times and bad, people must clean their clothing and other household items. During periods of recession, when home ownership decreases, the market expands as more people are unable to afford to repair, replace or purchase in-home washers and dryers, or as they move into apartment and rental housing with inadequate or nonexistent laundry facilities.

Established in 1955, Laundrylux has helped thousands of entrepreneurs open successful vended laundries across North America. We provide our customers with world-renowned laundry equipment under the Wascomat brand, as well as financing solutions and marketing support. Our expert distributor network manages the entire process including construction, supply and installation of the equipment, financing, and more.

We have 3 Custom Landlord Development Programs

Old to New

Have an old, outdated, or out-of-business Laundromat in your shopping center? We can show you how to turn a non-performing tenant or space into a Long-Term, High Traffic facility. Laundrylux can support your efforts to retrofit the space into a new, modern, state-of-the-art Wascomat branded laundry center. Once the laundromat has been modernized, you will have 3 options: **Own to Run, Build to Lease, or Build to Sell.** Laundrylux will help you through the entire process with short or long term financing options, marketing support, including advertising the business for sale and company sponsored investor seminars, to attract the best operator for the store and your shopping center.

Own to Run

Maximize all the benefits as the full owner-operator of a Wascomat Commercial Laundry Center. Experience the profits of laundry ownership with the strength of a globally recognized brand. In addition to adding value to your overall shopping center the Laundrylux Landlord Development Program provides best in class equipment and guide you through the entire process – from operational guidelines and training, to store design and financing support.

Build to Sell

As the property owner, you build the laundry with our Landlord Development Program and the space becomes a fully functioning, turn-key Wascomat Commercial Laundry Center. You can profit from the sale of the store plus gain a great tenant to add value to your center's Net Operating Income with a long term lease. As in the Build to Lease program, Laundrylux will run investment seminars in the community to help facilitate finding and expediting a buyer. Currently there are more buyers than there are locations available, so the need for quality locations is at a premium. Further, Laundrylux Funding Services will assist in financing the store to the new investor, your tenant. The sale of a turn-key business has never been better as more and more individuals are looking to be their own boss, supplement their current income, or even put a family member in business for themselves.

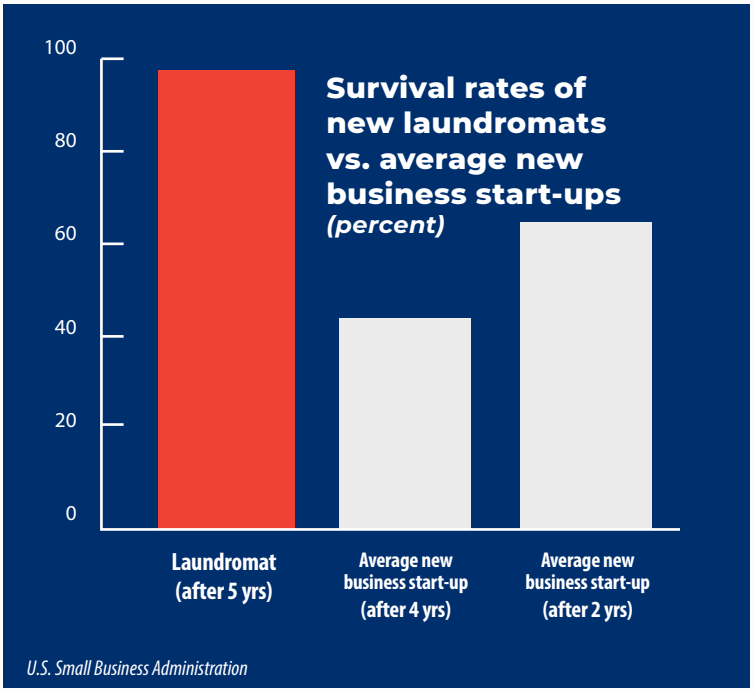
FastTrack Program

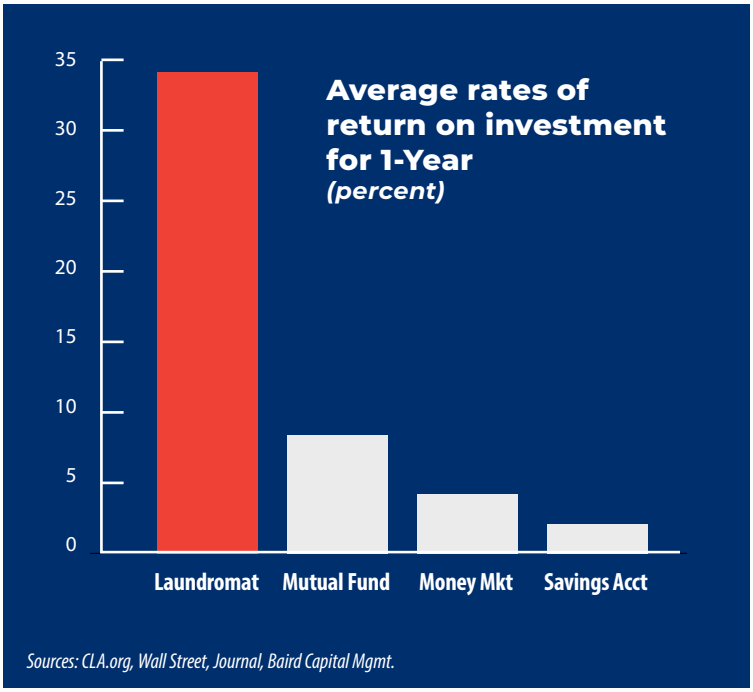
Go from concept to completion in 90 days.

Accelerate your income with FastTrack, the exclusive Wascomat Commercial Laundry Center launch program only from Laundrylux. By combining our expertise in the laundry industry with our local distributor partners, Laundrylux is able to fill your vacancy quickly and efficiently.

The FastTrack Program offers:

- Immediate increase in pedestrian foot traffic and new revenue potential to all other businesses in your plaza.
- Financing package through Laundrylux Funding Services (LFS), a leader in the industry.
- Equipment mix recommendations, including washers and dryers, as well as other necessary equipment such as payment systems, changers, soap vendors, snack/soda vending machines, and more.
- Flexible design guidelines for the look and feel of the store, detailed floor plan, recommendations for wall colors, flooring material options, folding tables, seating units and bulkheads. Laundrylux has thoughtfully pre-selected complementary design elements to create a modern, clean and comfortable branded environment.
- Close coordination by your Wascomat Distributor with local construction trades during the build-out phase.
- A comprehensive kit of interior instructional signs, decals, and point-of-purchase materials.
- Professional marketing support for pre-opening and grand opening activities, including direct mail postcards, flyers, posters, banners, public relations and more.





Wascomat Laundries deliver an exceptional branded value to plazas and strip centers

- Great investment with an average ROI between 20-35%
- High weekly repeat business
- Profitable in all economic cycles
- Cash business with no inventory or receivables
- Expert marketing assistance to help build your business
- Wascomat world-class products and reputation for quality
- Wascomat technology saves you time and money
- Exceptional local distributor support

Site Criteria:

Premises Size:
1,500-6,000 sf

Parking:
3-5 dedicated spaces

Population:
12,000+ per sq mile, mixed ethnicity

Average Household Income:
$50,000 or below; $75,000 or below in major metro areas

Site Qualities:
- Freestanding, endcap, or inline
- Maximum glass exposure
- Highly visible to the street
- Easy ingress/egress

Terms & Options:
10-Year Primary Term with 3, 5-Year Options

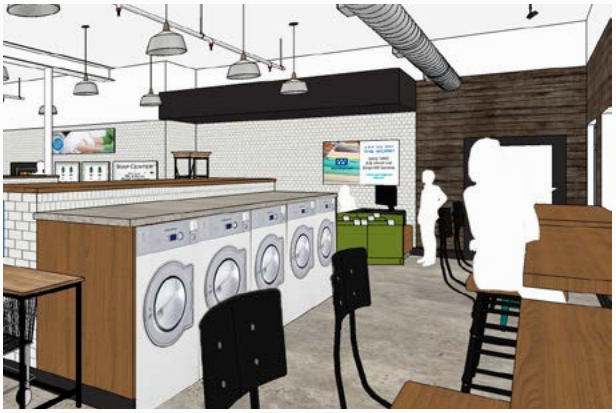
Acquisition Strategy:
Will also consider purchase of a strip center, freestanding building or pad.

Laundrylux Creative Services

We provide marketing expertise and support to help make your laundry a success. This service is unique in the industry and available only to Wascomat store owners.

wascomat EQUIPPED
SELF-SERVE
LAUNDROMAT
NOW OPEN!

Turn-Key Store Design



A fresh approach for a changing world.

Today's commercial real estate market is more competitive than ever. Adding sustainable value to your property takes stable tenants who are in business for the long haul. These types of businesses are usually nationally known brand name big-box retailers, grocery stores, restaurants, and other service-related businesses. A Wascomat Commercial Laundry Center is a perfect fit.

A Wascomat Commercial Laundry Center is a complete turn-key package. It includes store layouts, professional signage, expert marketing support, and superior equipment; ideal for attracting repeat visitors. Designed for today's hyper-busy lifestyles, Wascomat Commercial Laundry Centers draw from a broad spectrum of consumers. Additionally, laundry users become captive spenders for the other Tenants in your center because they have "downtime" while waiting for their wash and dry cycles to complete.

"The laundry environment is a very demanding one. But thankfully year after year my Wascomat washers perform, giving my customers a superior wash experience — and saving me money on my utility bills."
-- Steve Mendez, Owner of Señor Bubbles Laundromat – Ocala, FL

Laundrylux Funding Services

Laundrylux Funding Services (LFS) has been financing coin laundry and on-premises laundry operations for more than 50 years. Our laundry finance programs provide easy and flexible terms, low interest rates and no pre-payment penalties (for qualified customers). We have a simple application process and make quick decisions. Businesses and individuals choose LFS for our personal service, dedicated support and laundry industry-specific expertise. Our in-house financing professionals will be with you every step of the way. Your success is our top priority.

Specialized Solutions
LFS is focused only on the commercial laundry industry and is dedicated to providing the most flexible financing solutions available. LFS works to deliver solutions that are custom-tailored to your business and goals.

Superior Service
From a simplified application process to quick approvals, LFS provides a seamless, hassle-free experience. With more than 50 years of experience, our financing professionals know the importance of building lasting relationships.

Higher Standards
Quality, efficiency, and speed are the hallmarks that define LFS. We work with clients to secure financing on flexible terms without many of the constraints found through other funding providers. When you choose LFS, you will gain access to a full array of benefits – from potential tax advantages and capital preservation to the lowest fixed rates and terms.

Frequently Asked Questions

Q. Is laundry a good tenant?

A. Absolutely! A well-designed and professionally managed coin laundry delivers a steady flow of customers and activity to your plaza daily. Laundry users become captive spenders for the other Tenants in your center because they have “downtime” while waiting for their wash and dry cycles to complete. A majority of Wascomat Commercial Laundry Centers are fully attended with professional employees to assist customers and process drop-off laundry orders.

Q. I thought laundries only attracted lower income customers?

A. Today’s coin laundries serve customers from across the socioeconomic spectrum. Many people find it easier and faster to use their local laundromat because it provides larger capacity, faster and more efficient washers and dryers than found in the home or in multi-family building laundry rooms. Higher income consumers often visit laundries to wash and dry large items such as bedspreads, comforters and other bulky household items. .

Q. What kind of foot traffic does a laundry bring to my plaza?

A. Laundries bring in a consistent flow of pedestrian traffic who are “captive spenders”. For the time it takes for customers to wash and dry their laundry, they tend to look for activities within the shopping center to spend their time and money. Other co-tenants such as grocery stores, restaurants, service uses and other retail stores see as much as a 30% or more increase in revenues as a result of having a laundry as a co-tenant.

Q. I heard laundries go out of business quickly?

A. The survival rate of coin laundries is higher than 95% after opening. When a Wascomat Commercial Laundry Center is located in a high-traffic area and contains the right equipment mix, it will flourish year after year, generating significant value to your shopping center and the adjacent tenants.

Laundrylux

Wascomat Commercial Laundry Equipment gets the job done with reliability you can depend on. For more information, contact us today:

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www.laundrylux.com

You should conduct your own independent research and consult with your own professional advisors before making a decision about starting a Wascomat vended laundry operation. In making such a decision, you must rely on your own independent examination of the business opportunity, including the risks involved.