



DRY-TO-DRY
WET CLEANING

BY

Harco® 

FOR YOUR BRIGHTER TOMORROW

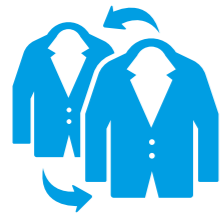




BE THE HIGH PERFORMANCE CLEANING BUSINESS OF TOMORROW – TODAY **WITH HARCO'S DRY-TO-DRY SYSTEM**

Imagine, for a moment, if this was your business: You no longer use costly solvent and chemicals in your cleaning process. The range of fabrics you can work on, including delicates, has increased. You still work the same way, only now more efficiently. And most importantly, your energy and water use are both down – so you are now more profitable. This is a picture of how your operation could be.

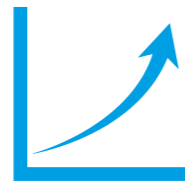
INTERESTED?



Revolutionary dry-to-dry
cleaning process



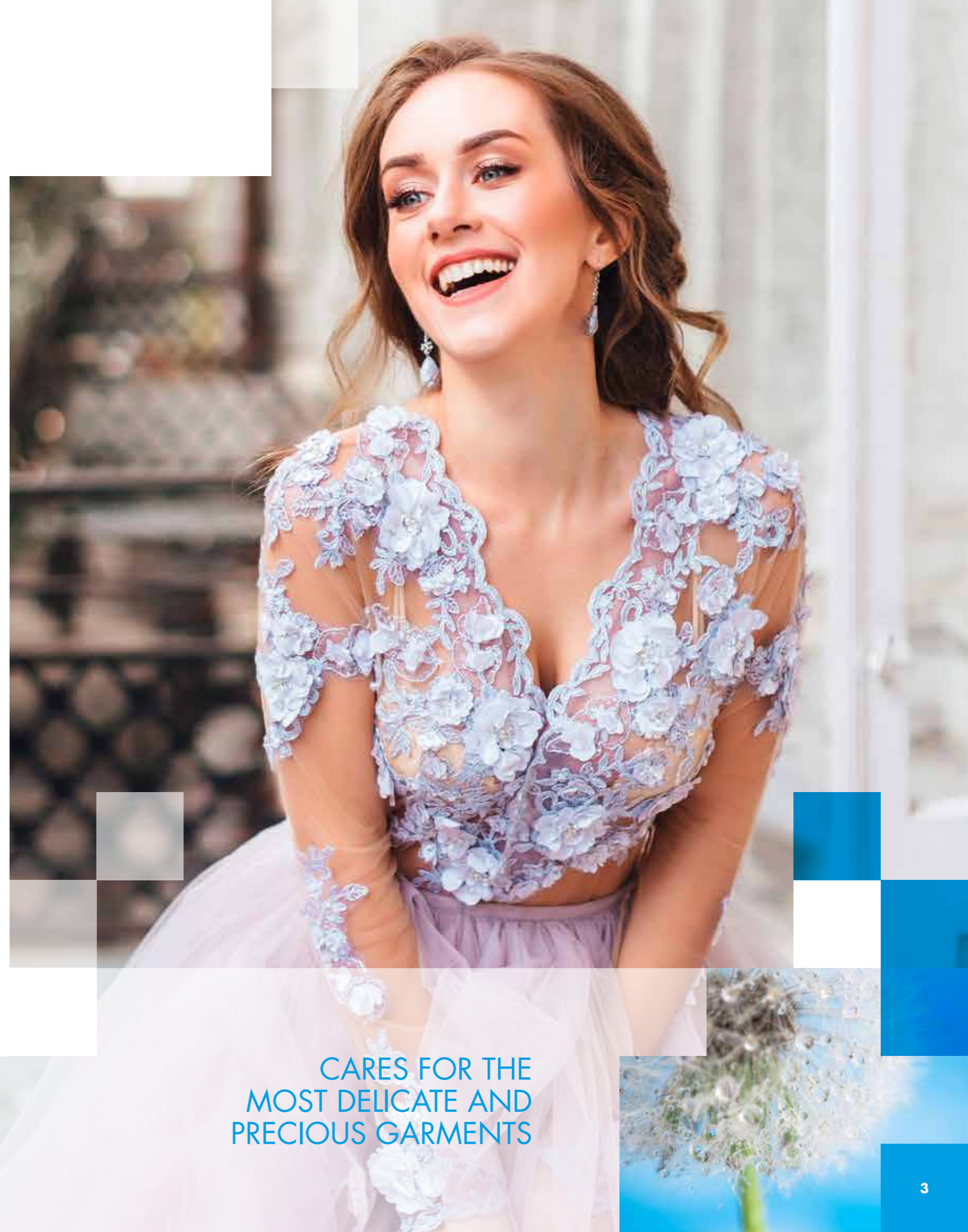
Process time as
fast as solvent



Better productivity
as solvent



Removes oil stains



CARES FOR THE
MOST DELICATE AND
PRECIOUS GARMENTS



EXTREME IN INNOVATION

By using **Harco's Dry-to-Dry Wet Cleaning System**, your operation is going to save money by reducing energy usage, eliminating costly chemicals, and minimising water usage. **Harco's Dry-to-Dry System** will enable you to take advantage of new cleaning opportunities, to treat items like leather jackets, house textiles, furniture coverings, and fire-proof garments. So you'll generate new revenue, raise profits and create new ways to increase opportunities.

REGULAR WET CLEANING VS HARCO'S DRY-TO-DRY SYSTEM

These two technologies are not the same. With regular wet cleaning the spotting time is longer to remove oil stains, there's an increased risk of shrinkage and wrinkling and you cannot dry the garment completely in the dryer. The finishing time is also longer. By contrast, this system is a dry-to-dry process that offers you superior oil stain removal, minimal wrinkling and efficient pre-spotting for fat stains. There is no need to hang garments (saving you space) and no additional time involved in carrying out the process when compared with dry cleaning. That's extreme innovation in action.



Reduce energy costs



No costly chemicals or disposal of hazardous waste



Lower your water use and eliminate distillation costs

SILKS KEEP THEIR SHAPE AND COLOUR BEAUTIFULLY

OPEN UP NEW CLEANING OPPORTUNITIES

- Clean wool, silk, and other delicates with ease, including viscose, acetate, rayon, angora, cashmere
- Clean Goretex and Sympatex without damaging the membrane or waterproofing
- Clean 70% of leather and suede garments with Harco's Dry-to-Dry System
- Clean curtains



MAKE YOUR BUSINESS FUTURE-FIT

Extreme demands on your bottom line call for extreme innovation. You'll see straight away how **Harco's Dry-to-Dry System** will change your costs versus output for the better.

Wet cleaning cycles times are typically shorter than other systems – using a separate washer and dryer allows the two cycles to overlap, thereby saving time. Cleaning businesses that have converted to dedicated **Harco's Dry-to-Dry System** wet cleaning claim that they have significantly reduced their time at the spotting board.

You can expect much shorter load processing times – up to 24 minutes – and you can load the machine, up to 60% for wool and up to 75% for mixed fibre capacity.

Achieve up to

34

wool items/hr

of delicate garment with a pack* of 18kg
(12kg for wet cleaning)

- Innovative dry-to-dry wet cleaning system
- Easy cleaning and low finishing requirement
- Garments restored to their natural beauty, in touch and appearance



There are real savings for your business,
with up to

20-30%

of the cost of traditional
dry cleaning equipment

per kilo/2.2lb of textiles cleaned; because of lower water consumption, lower electricity and optimal detergent dosage for the best results (meaning less finishing time) – compared with regular wet cleaning technologies.



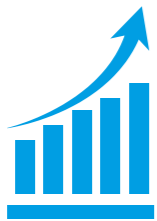
Harco's Dry-to-Dry System is a fast wet cleaning solution process. The whole process – cleaning, drying and finishing – **takes only one hour.**

It's a quick process – and the benefits to your business will be swift too.

MORE FLEXIBLE THAN DRY CLEANING BETTER ALL AROUND

In your busy professional cleaning business you need your cleaning products to be as user-friendly as possible. They need to be able to quickly and effectively remove tough stains like grease, oil, and wax. The **Harco's Dry-to-Dry** process is as fast as, and easier than, more traditional dry cleaning methods – but without the negatives like toxic chemicals. And because of the friendlier detergents and simpler processes you'll be using, your employees will be happier too.

An additional performance metric for garment cleaning is the brightness of colours. It has been noted by cleaners that the **Harco's Dry-to-Dry** process leads to brighter colours and whiter whites. This is due to the absence of recycled solvent, which can cause dull and grey discoloration in the garments being washed.



Improved productivity
through innovation



Removes tough stains
including oil



Lower
running cost



Minimal training
requirements



GARMENTS RESTORED
TO LOOK AND FEEL
LIKE NEW

INNOVATIVE EQUIPMENT TO HELP YOU WORK SMARTER

At Harco Co., we want to provide you with the best, most advanced products and services at all times. That's why we've created the new **Harco's Dry-to-Dry System**, an innovative wet cleaning system based on hydraulic action. A recirculation pump extracts the water from the bottom of the drum and makes it recirculate by pumping it upward. Instead of spinning the drum, the system moves the water around the garments. This increases the load factor of the washer-extractors substantially.

Contrary to standard wet cleaning, there is no mechanical action required and the garments are uniformly coated with the Concord Textile® protective detergents. These detergents better protect the garments from any damage, enable a safer way of drying and avoid colour bleeding.



Harco Clean

The recirculation pump extracts the water from the bottom of the drum and pumps it upward. This process makes drum rotation superfluous.

WHY CHOOSE HARCO'S DRY-TO-DRY SYSTEM ?

The innovative and high-performance Dry-to-Dry System by Harco Co., using Wet Cleaning technology give you plenty of advantages:

- Better cleaning quality
- Easy to use
- Lower running cost
- Increased loading factor (up to 2/3 for wool)
- Possibility to clean more delicate fibers
- Better protection of the garments
- Very little additional finishing time



Lower your capital costs by up to

50%

of the cost of traditional dry cleaning equipment*

* The value depends on the local price conditions

A COMPLETE SOLUTION TO DRIVE YOUR BUSINESS GROWTH



THE SWITCHOVER IS SIMPLE EVERY ASPECT IS TAKEN CARE OF FOR YOU

As you can see from the diagram shown at left, when you switchover to Harco's Dry-to-Dry System you receive a complete solution. Every aspect is already considered and arranged for you so that you can simply focus on running your profitable business. We'll customise a package that includes all the products you'll need, even providing a financing solution should you require it, and we'll also make sure you get full after sales support and assistance, together with our special warranty on all of your equipment.



SO WHAT'S THE IDEAL SET UP FOR YOUR BUSINESS?

TYPE OF SHOP BY SIZE	ITEMS PER DAY	DRY-TO-DRY (WASHER+DRYER)	ADVANTAGES
Small Shops • Dry cleaning replacement	90	Washer FX135H + Dryer T13 or DX13	<ul style="list-style-type: none"> • Low investment • Ideal to do only wet cleaning
Medium Shops • Dry cleaning replacement	130	Washer FX180H + Dryer T16 or DX16	<ul style="list-style-type: none"> • Perfect pack for a shop: wet cleaning and laundry washing • Can wash duvet, cover • Versatile
New shops	180	Washer FX240H + Dryer T24 or DX24	<ul style="list-style-type: none"> • Perfect pack for a shop: wet cleaning and laundry washing • Can wash duvet, cover • Productivity

Cycle time = 22-25 min
Loading factor = 1/15

DETERGENTS THAT TAKE CARE OF YOUR GARMENTS

Whereas competitor products are typically designed as an extension or derivation of laundry products, the detergents and spotting agents of Concord Textile® have been specifically designed to handle delicate fibres. Their main objective is protecting the fibres in the best way possible.

PROTECTIVE DETERGENTS

- **LanaCare Sensitive**
This detergent Wool & Silk coats fibres and removes their impurities
- **LanaCare Conditioner**
This conditioner Wool & Silk has two functions: it prepares the garments for finishing and it helps with the removal of water during the extraction
- **ALL-IN-ONE**
This detergent Mixed Fibres is a universal combination detergent for mixed fibers and other non-sensitive garments



Protective detergents

DEDICATED SPOTTING AGENTS*

- **ProSpray**
Delicate universal pre-brush agent for soiling of collar, cuff and light grease stains
- **ProtEx**
Powerful stain remover for stains of blood, egg, milk, urine, vomit and similar spots
- **UNI**
Special spotting agent for perspiration stains and colour correction
- **TanEx**
Powerful stain remover for stains of coffee, fruit, wine, grass, ketchup, tea, flowers and similar spots
- **WaxEx**
Powerful spotting agent for regular and difficult grease stains like candle wax, motor oil, cosmetics stains ...
- **InkEx**
Spotting agent for synthetic stains like ink, glue, nail polish, synthetic paint ...



Spotting agents

* Without solvents

HARCO'S DRY-TO-DRY SYSTEM DELIVERS SUPERIOR CLEANING RESULTS WITH HIGHER PRODUCTIVITY

STANDARD WET CLEANING	HARCO'S DRY-TO-DRY SYSTEM
EASIER HANDLING & HIGHER PRODUCTIVITY	
Need specific tensioning finishing equipment	No need of changing finishing equipment
Cleaning limitations for certain types of garments	Very minor cleaning limitations
Complex work process: extensive training required, utilisation of new equipment	Very easy to use
Longer delivery time than dry cleaning	Comparable delivery time to dry cleaning
INCREASED LOAD CAPACITY BY 25%	
Loading factor is max. 1/20	Loading factor will be: <ul style="list-style-type: none"> • Blends fibre: 1/13 • Wool fibre: 1/14 or 1/15 • Silk fibre: 1/20
HIGHER PRODUCTIVITY & FASTER PROCESS	
Cleaning cycle = 30 min.	Cleaning cycle = 24 min.
Drying cycle = 15 min. with 10 to 20% of HR	Drying cycle = 30 min.
Hang drying = heavy garment overnight	No hang drying
Long delivery time	100% dry - 1 hour service feasible

HARCO'S DRY-TO-DRY SYSTEM BETTER FOR CUSTOMERS BETTER FOR BUSINESS

THE SHORTEST PATH TO THE RIGHT ANSWER STARTS WITH THE RIGHT QUESTION

Every business is different but **HARCO'S DRY-TO-DRY SYSTEM** is the answer to so many operational questions when it comes to improving results. So if it's a question of trying to grow revenue, cutting your costs, creating an Eco-friendly brand image, increasing customer satisfaction or simply finding a better way to get work done, **HARCO'S DRY-TO-DRY SYSTEM** wet cleaning is your perfect business solution.



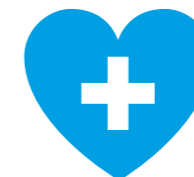
ENVIRONMENTALLY FRIENDLY

There's a lot to be excited about with **HARCO'S DRY-TO-DRY SYSTEM**, the professional cleaning solution that not only enables you to grow your business in a sustainable way but also helps to protect the environment, your employees and yourself. This is because it uses the earth's most natural solvent, water, and uses it sparingly.

	DRY CLEANING (PERC)	TRADITIONAL WET CLEANING	HARCO'S DRY-TO-DRY SYSTEM
Process simplicity	+++	--- Extensive training required, utilization of new equipment	+++ Very easy to use; use of existing dry cleaner's equipment
Oil/grease stains removal pre-spotting requirement	+++ But often post-spotting required to remove pigments dissolved in oil/grease	--- Requires extensive pre-spotting, many stains cannot be removed (wax)	+++
Water-soluble stains pre-spotting requirement	--- Systematic pre-spotting of water-soluble stains	+ Requires some pre-spotting	+++
Dry-to-dry capability	+++ Clean, dry and finish < 1 hour	--- Hang-to-dry	+++ Clean, dry and finish < 1 hour
Finishing requirement	+++ Little ironing requirement; extensive post-spotting required	--- Lots of wrinkles (due to fibre swelling), extensive finishing required	+++ Very little additional finishing time compared to dry cleaning)
Cleaning possibilities (limited for those types of garments)	+ Fur, plastic-coated, rubber, solvent-soluble beads, white cotton, ...	-- Fur, satin silk, sensitive velvet, water-soluble dyes, ...	+++ Certain fur, water-soluble dyes



No usage restrictions compared with Perc



No health risk for customers and operators



Non-flammable detergents

NATURAL AND SAFE CLEANING

- No air or water pollution – the process only uses water and biodegradable detergents
- Safe for people – no adverse health affects on either operators or customers
- Safe for all garments: you can clean any garment with HARCO'S DRY-TO-DRY SYSTEM that you would traditionally dry clean
- Compliant to any sustainable standards
- Ideal for cleaning special items like children's and baby clothing

HARCO'S DRY-TO-DRY SYSTEM WET CLEANING PILOT STORE

At Harco, we strongly believe in our Dry-to-Dry wet cleaning solution. That's why we recently opened several pilot stores, making us the first laundry equipment manufacturer doing this.

Moreover, being in the same business as our customers allows us to truly understand the issues they face. Because we first-hand experience the same issues, we are able to respond even faster to our customers's needs.



The Harco Service Promise

To provide you with the best,
most-advanced products
and services at all times.

A GENTLE CLEAN
THAT KEEPS CLOTHES
FRESHER FOR LONGER



SOME THOUGHT STARTERS ABOUT FINISHING EQUIPMENT

The way you finish each job reflects your overall approach to providing a quality service for your customers. Choosing the right equipment can also help you reduce wage costs by achieving the results you need more efficiently. Our experienced team would be happy to recommend the right spotting, ironing, form finishing, topper and press to suit your business needs. We can also put you in touch with preferred partner suppliers if you would find the introduction useful.

ITEMS/DAY	IRONING	FORM FINISHING
>120	<p>New vacuum and blowing ironing table For cold finishing</p> 	<p>Tensioning form finisher To fulfil demands of wet cleaning</p> 

BECAUSE FINISHING QUALITY IS KEY, WE HELP YOU IRON OUT THE DETAILS



Ask for the running cost calculator



TALK TO US TODAY ABOUT YOUR BRIGHT NEW CLEANING BUSINESS

With **Harco's Dry-to-Dry wet cleaning solution** you meet the quality of service and demand for innovation and performance that your customers expect, we are well-placed to help you take your business to the next level.

We completely understand the challenges you face, day-to-day, and would welcome the opportunity to assist you with support and advice about how to implement the optimal wet cleaning, dry-to-dry and conventional laundry combination to suit your business.

Working alongside you with support, maintenance and training packages, we are just as focused as you are on helping you perform at your peak.

Please contact one of our representatives today to arrange a full demonstration and discover how switching over to **Harco's Dry-to-Dry wet cleaning solution** boosts your business and ensures wet cleaning for a brighter tomorrow.

Visit our website harcoco.com

WITH EQUIPMENT, TRAINING, MARKETING TOOLS AND FINANCE SOLUTIONS*, **HARCO'S DRY-TO-DRY SYSTEM** REALLY MEASURES UP

* Finance solutions and their availability may vary depending on the market. Please contact Harco Co. Ltd.





Harco

Leaders in Laundry Systems



UniMac
Maximum Performance

DOMUS
WINNING THE FUTURE THROUGH INNOVATION

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CONCORD
INNOVATIVE TEXTILE CARE

