



Dear reader,

The past few months have been very successful for Lapauw and this for multiple reasons.

Not in the least because of the creation of two new Lapauw group companies: Lapauw USA and Lapauw China. These companies with very experienced personnel will allow us to be closer to the customer providing right solutions for their needs and a local after sales service.

We are also very satisfied about the EXPOdetergo show. We have shown that Lapauw is not only a supplier of single machines with a long lifetime, high reliability and low maintenance costs, but also a supplier of total solutions. The full ironing line with a high speed feeder, ironer and folder attracted a lot of attention.

It is in this context that I am happy to announce that we can now also deliver a full solution for garment finishing. Lapauw is since long known for its high quality tunnel finisher, but can now offer also the system around it, including the conveyor system, feeding and folding stations and all software involved.

Don't hesitate to contact us if you want more information.

Steven Renders  
CEO





## DVGW

Beyond CE-certification: Lapauw receives the DVGW certification for its gas heated ironers!

Lapauw has received the DVGW certification for its gas heated ironer range, confirming that they comply to the GAD 2009/142/EC Directive.

The GAD (Gas Appliances Directive) is an European directive and contains the essential requirements that an appliance or a fitting must meet when it is placed on the EU market.

The German based DVGW (Deutscher Verein des Gas- und Wasserfaches) is widely recognized for its expertise on gas systems. DVGW closely works together with notified bodies and manufacturers of all kinds of gas appliances in Europe and throughout the world, in order to advise them on how to achieve maximal safety and optimal efficiency for their gas appliances.

By obtaining the DVGW certificate, Lapauw sees its gas ironer range being accepted as safe and highly efficient by local authorities in Europe and beyond.

Lapauw's gas ironer range is one of the most comprehensive on the market and includes single roll-diam. 900mm ironers for medium sized laundries, up to the high capacity 2-roll 1600mm TurboFAN ironers.

The DVGW certificate applies to every ironer in the Lapauw gas range.



## Report on EXPOdetergo 2014

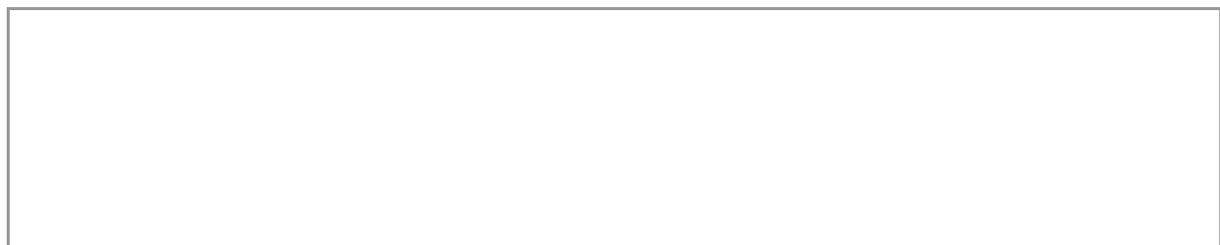
The latest edition of EXPOdetergo was a very successful one for Lapauw, as we saw a lot of visitors on our booth. Not only a lot of new prospects, but also a lot of customers visited us with concrete projects.

Lapauw was the only exhibitor with a complete ironing line on its booth. The visitors saw that the Lapauw flatwork finishing line - with UNIX 4 station feeder, DUO Ø1600 mm ironer and UNIFOLD folding machine – gives them the combination of high speed production, high quality standards and low operational costs. In fact the DUO Ø1600 ironers are a space and cost saving alternative to 3-roll, Ø1200 ironer, while the simple design of the UNIFOLD allows easy maintenance. Demonstrations with the UNIX 4-station feeder convinced customers that it delivers high feeding speeds at the highest quality standards, even in 2 lanes.

Lapauw also showed solutions for small and medium sized finishing lines. The Starfeed+ is the latest addition to the Lapauw feeder range and offers clamp assisted single person feeding for up to 250 items per hour. This feeding aid is also available without the clamp system.

The visitors on our booth could also see that Lapauw is more than flatwork finishing. The Mono T2 Hot STREAM tunnel finisher on our booth sparked a lot of interest. The narrow passage that assures a high finish quality that is unrivalled for tunnel finishers opened a lot of eyes, making a lot of people rethink actual workwear finish projects.

The star of the Lapauw booth, however, was the Mediwave barrier washer. The Glass fiber Reinforced Polymer cover gives the machine an unusual, almost outlandish look and drew a lot of attention. The visitors learned quickly that the GRP cover is more than just a cosmetic operation and are the most visible aspect of the many radical innovations to the classic Pullman barrier washer design. Thanks to these innovations, the Mediwave offers improved ergonomics and efficiency, and gives an answer to the hygienic demands of tomorrow.





## Lapauw introduces: Lapauw USA & Lapauw China

Last month's EXPOdetergo also was the ideal opportunity for Lapauw to announce that it was adding 2 new sales offices to its worldwide network.

Located in the major Chinese and American markets, these 2 offices of Lapauw further enhance its sales and aftersales services and actually allow Lapauw to bring its know-how closer to where it should be: the local distributors and their customers.

Maybe you met our new colleagues on our booth, but in case you did not have the chance to meet them, we gladly like to introduce them to you:

With David Bernstein as the president of Lapauw USA, LLC, Lapauw brings in a lifetime of experience. Being in the laundry industry for more than 2 decades, David has occupied the position of CEO of the Consolidated Dryer company and Director of the Uniform and Textile Services industry. The American textile service community also knows David as an instructor at the American Laundry and Linen college.

David will be assisted by Michael Squillace, who will be nationwide sales Manager. Michael is well-known for his excellence in business development and customer satisfaction. He will use this knowledge to support new and existing American Lapauw customers.

Lapauw USA is located in Salt Lake City, Utah.

Tom Xie, appointed Sales Manager of Lapauw China, will be operating from Shanghai. As a former sales manager for the Sailstar Group, Tom is well acquainted with the national and international textile care market and a well-known figure to the operators on that market.

Normally we end an article like this with "we wish our new colleagues success", but both branches have taken us in speed already. Being operational only for a few months now, both branches are already showing their added value to the Lapauw Group.



CWS-boco relies on the Lapauw Hot STREAM

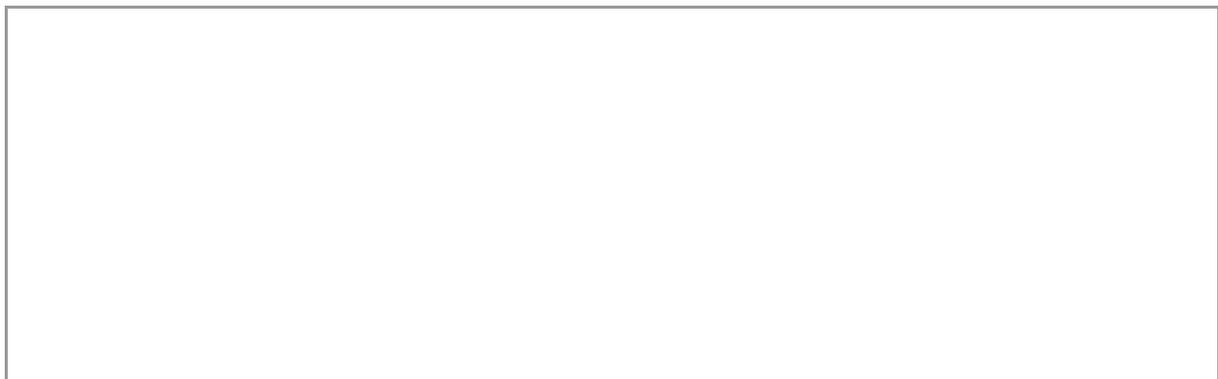


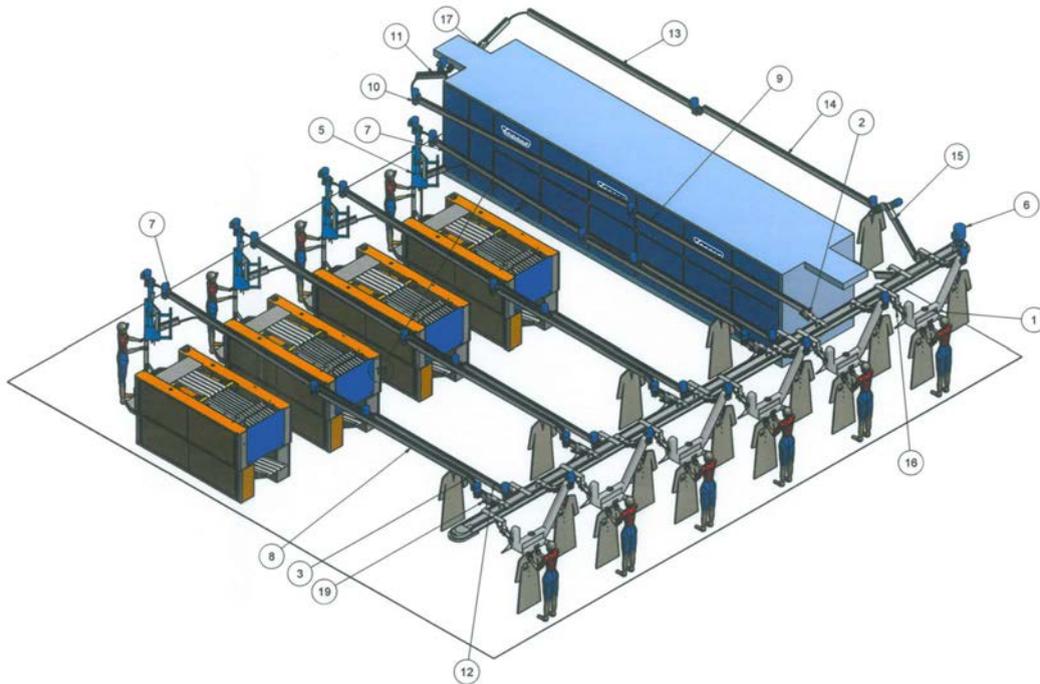
With laundries in over 18 countries, CWS-boco is one of the biggest textile service groups in Europe. Next to washroom, cleanroom and mat washing services, CWS-boco offers an extended range in workwear laundry services.

As an impeccable finish is one of the corner stones of workwear services, choosing the correct equipment is paramount. CWS-boco found this quality in the Lapauw Hot STREAM tunnelfinisher.

The extreme narrow dry zone forces the garments to go shoulder to shoulder, which exposes them fully to the hot airstream and enhances moist evaporation. The airstream accelerates when it enters the dry zone and shakes the garments, which enhances the finish quality, even with tough materials like cotton.

CWS-boco started operating the Lapauw Hot STREAM since beginning this year and has already 2 machines in operation.





## Quality for the masses - Total Garment Solutions

As you could read in the CWS-boco article, a superior quality finish is the trademark of the Lapauw Hot STREAM tunnel finisher.

But it does not stop there. As garment processing increases in importance and volume, large capacity tunnel finishers and garment storage and sorting solutions are needed more than ever.

Therefore, we at Lapauw are happy to announce that we have expanded our garment finishing range with a total garment processing solution. Recently Lapauw has reached an agreement with 2 companies that are well-known experts in the field of garment transportation, sorting and folding.

This agreement will give laundries the opportunity to call upon Lapauw as a total solution provider for their garment finishing requirements, from 150 garments per hour up to 2000 garments per hour.

Follow our social media pages and website for more updates.



## Report on A&M - Open door days



A&M, located in Vottem, Belgium, is a family-run business that has always been involved in the textile-cleaning sector, since 1950. In the early 90's, the laundry was expanded with a linen-rental service. A&M takes care of linen for several hotels and restaurants, but also for a whole lot of events.

Early October this year, A&M organised their open door days, where all laundry machines could be watched in action. Lapauw is strongly represented, with 2 XXL ironers, a MONO and DUO 1600 ironer, and a TurboFAN 1200 and 1600. All Lapauw ironers in A&M are gas heated. The open door days were the ideal opportunity to prove that Lapauw is the number one in the gas heating technique, already for 20 years now.

For the occasion, Lapauw also displayed their newest barrier washer: The Mediwave. Thanks to this masterpiece of innovation and the many ironers, Lapauw got a lot of interest by the many visitors.

20 YEARS AGO,



INVENTED

A *NEW TECHNOLOGY*:

THE  
GAS HEATED IRONER



TODAY,

THIS GAS HEATED IRONER  
IS THE STANDARD OF EACH  
STEAMLESS LAUNDRY



CONTACT

[www.lapauw.be](http://www.lapauw.be) - [info@lapauw.be](mailto:info@lapauw.be) - T. +32 56 35 42 95

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### Financing solutions

In one of the previous editions of this newsletter, we have informed you about the financing solutions we can offer you in cooperation with the Belgian Credit Agency Credendo. We have already been successful in securing financing over periods up to five years for some of our customers. Don't hesitate to contact us if you are looking for financing your purchase of Lapauw equipment.



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