

PUT REAL DOLLARS IN YOUR POCKET- 6 BIG BONUS BENEFITS OF HAVING A TENT WASHING MACHINE

Usually owners and managers look to a tent washing machine to reduce the amount of employees it takes to keep their tops clean—this means real dollars in their pockets! Teeco customers often report a 40 – 60% reduction in the workforce required to wash tops. But there's so much more! The initial money making capabilities of a tent washing machine come soon after it's delivered but the long term effects are substantial and many times, unforeseen—unless you take a little time to gain a fresh perspective. Take that time now and read on



UPGRADE YOUR B-GRADE TOPS TO A-GRADE TOPS WITH INITIAL MACHINE WASHINGS!

On average, 30% of B grade tops becomes A or Wedding grade inventory again after washing in a machine. Entering the next busy season with a substantial increase in A-grade tops translates into the opportunity to set up more A grade events which typically produce the most profits. Think of the total amount of A-Grade tops you'll have going into the next busy season and how much more earning potential you'll have being able to cash in on more of the high profit jobs. It's a game changer that puts \$ IN YOUR POCKET!



USE YOUR ENTIRE INVENTORY—ALL THE TIME AND ESPECIALLY IN BUSY TIMES! *A tent washing machine allows you to change the way you wash tents; during the busy times, you can actually eliminate the*

dirty pile. This has huge implications! The accounting lingo for this is increasing earns and turns—you now have a money making cycle where you can take those highly profitable last minute jobs because you can turn a dirty top into a clean one in just 20 to 60 minutes without taking up valuable space or paying overtime. And you can do it knowing that your tents will be 100% clean—especially sidewall--and that 100% of your inventory is always accessible.



CHANGE THE WAY YOU LOOK AT SUB-RENTING!

You can also eliminate or greatly reduce the need of costly sub-renting. And speaking of sub-renting-- you could *promote it and turn it into a profit center by guaranteeing yourself a top that was returned dirty could be cleaned in less than an hour.* Just take the **\$\$\$** and run!

 **Are you seeing a pattern yet?** 



GROW YOUR BUSINESS PROFITABLY IN THE SPACE YOU ALREADY HAVE! Buying new space is very costly and could stifle a growing business. Hand washing tents takes space and space costs money—money that a growing business is often short on. Maybe you are already growing and need to create space... **Think about moving your washing outside;** get all your washing done outside during your busy times and eliminate off-season washing. By washing outside, *you have created* the *space* you needed. Also, most companies have some unusable space somewhere in their building. Think hard on how to get a tent washing machine into that space, keeping in mind that you can very likely purchase a tent washing machine built to fit the needs of the space you have. *If you need creative space ideas,* we can help! Just e-mail us pictures or video of the space you are considering using and together we can brainstorm to figure out how to make the best use of it. E-mail us at info@teecosolutions.com.

BONUS BONUS!

Have you ever thought about the fact that your space is not used at night? A tent washing machine allows you to bring in a night crew to get any washing you need done during the busy time while utilizing a space that is not normally used at that time. Stay caught up, never fall behind and allow yourself to hit the ground running the next day! Don't pay for more space—add a second shift. Have you ever thought about washing your tops and sending them out wet to be dried at the customer's site? This works well with using a night crew, "just in time washing." This kind of thinking will put \$ IN YOUR POCKET!

These strategies may or may not work for you, every business is different—but as a person who runs a successful business, you wouldn't be successful unless you were willing to adapt...keep reading!



STOP PAYING YOUR PEOPLE TO WASH TOPS IN THE OFF SEASON!

The off-season usually means you have little to no money coming in, so watching how fast it goes out is the smart thing to do. Using a tent washing machine in the busy season usually means that you keep most – if not all – of your inventory clean. With minimal planning and execution, you will not have a dirty pile of tents at the end of the season, so there's no need to pay people to wash in the off-season. Instead, pre-plan for the upcoming season. Use your labor to become more streamlined and efficient in other areas of your business (get trucks maintained and reorganized, rearrange the warehouse so that your workflow in the busy season is more productive, do building maintenance and get tables, chairs or other inventory super

How about using your labor to do some contract washing? Consider the EASY MONEY of not only washing your own tents but also washing:

- Bouncy Ride\$
- Other rental company's top\$
- Sailboat sail\$
- Boat cover\$
- Truck tarp\$
- Ground cloth\$
- Awning\$
- Pool cover\$
- Horse blanket\$



STOP THE MADNESS OF RUNNING AN OVERHEATED COMPANY!

Overheated means that the system you created to get and fulfill orders is breaking down; mistakes are happening, people are tired, and customers are not happy as you start to miss promises of fulfillment. Dirty tops can be a major contributor to this and are often the first domino to fall in a series of events that leads to losing control in busy times. Loss of control always means less efficiency and loss of money. A common scenario—if it's a rainy week, most tops come back soiled—this is often the beginning of falling behind and getting overheated. You need to clean lots of tops ASAP to get them back out to the next job; a quick, efficient guaranteed turnaround is the most profitable way to deal with a rainy week.

THE \$ IN YOUR POCKET BOTTOM LINE

OUR CUSTOMERS SAY IT BEST:

"The initial expense certainly caused me to move slowly but so did the clock as the crew worked to hard to wash the cost can be justified; automating your tent washing is the right direction to follow— it gives you a competitive edge." - Bob Spatola, Spatola's Party Rental Inc., Rochester, NY

"The return on investment for us when we looked at it, we realized we could save 8-9 cents a square foot cleaning the volume we were cleaning—it was in essence a 12-24 month payback for us and when my wife and I sold the company 15 years later, that Teeco machine was still in operation, was sold as part of the asses. 6 years after that, by the way, it's still in operation and still cleaning. That machine at this point is pushing 15-20 years of use with almost no down time whatsoever. A great investment for us." - Matt Holt, formerly Celebration Party Rentals

"Looking back now, after having the machine in place I can't imagine trying to do it without it. It makes that much of a difference in the comfort level and the way we operate our business and with the quality control it's given us." - Dan Chase, Chase Canopy Company, Mattapoisett, MA

To see and hear more customer testimonials, or to contact us, just go to our website:
www.teecosolutions.com or call us at 877-712-9172.

