

THE POWER OF  
**TRUE COMMERCIAL**



**CROSSOVER 2.0**  **wascomat**

SALES REFERENCE GUIDE

*Demand The Best For Your Business*

## WHY CROSSOVER 2.0?

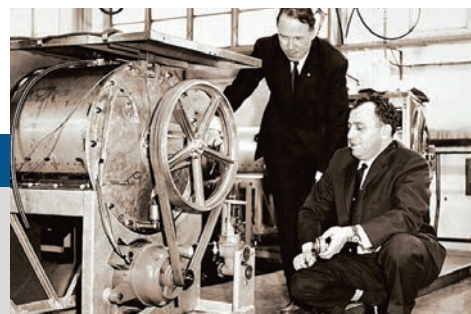


### What is True Commercial?

There is a huge misunderstanding within the laundry industry that a coin box equals commercial. For years, manufacturers have passed off home-style consumer grade laundry equipment as commercial.

### Experience the Power of True Commercial

The new Crossover 2.0 product line has been completely enhanced to bring the industry the best small chassis washer and dryer on the market. Precision construction, superior engineering, professional design and the most painstaking attention to detail are crafted into each machine. For businesses, retail laundromats, OPLs or the rigors of large family home use, you expect and demand longer life, greater reliability and a performance experience second to none. Crossover 2.0 delivers on *The Power of True Commercial.*



### The Power of True Heritage

*For over 65 years, the Wascomat brand has met the needs of retail coin laundries, on-premises laundries and multi-housing laundry rooms in condos and apartments from coast to coast. Today, the re-engineered Crossover 2.0 is available for all market segments. It is the undisputed choice for worry-free reliability when laundry is an intricate part of your business.*

## CROSSOVER 2.0 PRODUCT MARKETS

# Huge Market Expansion Opportunity

### Opportunities include

- Coin Laundromats
- Colleges & Universities
- Restaurants & Caterers
- Hotels & Motels
- Hospitals
- Nursing Homes
- Long Term Care Facilities
- Country Clubs
- Hair Salons
- Animal Hospitals
- Correctional Facilities
- Fire Departments
- Municipalities

### Where does the business come from?

#### PULL:

- Walk-ins
- Online

#### PUSH:

- Bid Business Contract/Builder
- Government Business
- Multi-Housing
- Hospitality



### Did You Know?

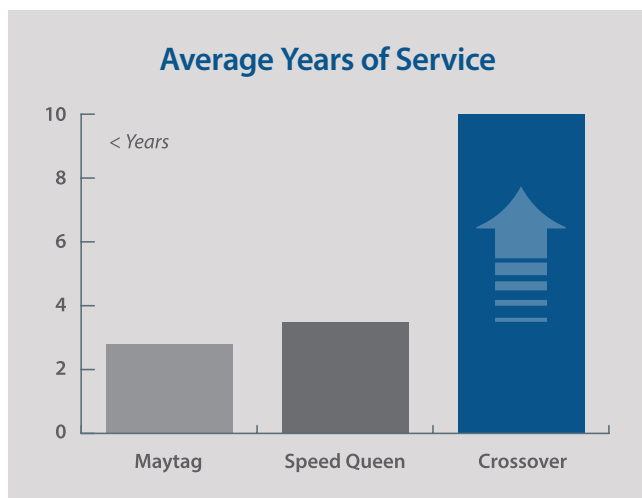
Residential machines sold for OPL use voids the warranty.

## BENEFITS OF OWNERSHIP

### Long life and reliability are the keys to real cost of ownership

Crossover 2.0 is engineered to the most detailed specifications to provide years of carefree performance for coin laundries. If you have ever had to replace a laundry machine more frequently than you wanted or experienced greater than expected service calls and repair issues, then Crossover is the best choice for your coin laundry needs.

With the semi-professional Crossover 2.0 washer, the overall cost of ownership is far less compared to other cheap home appliance style brands on the market. Crossover is designed to provide 15,000+ cycles — more than double the competition. Built with commercial-grade components, no other machine can match Crossover's craftsmanship and engineering superiority.



### Factory tested machine to 15,000+ life cycles

The trusted Crossover 2.0 washer and dryer expands this class of laundry equipment that has revolutionized the industry. Crossover 2.0 is superior in every way to other home style washers on the market. It's truly in a class by itself. Crossover 2.0 is the ideal choice for smaller OPL operations, as well as coin laundries and multi-housing laundry rooms. It's also a great complement to our popular large capacity brand, Wascomat.

*Average Years of Service based on an average 42 minute cycle x 6 daily cycles = 42 weekly / 168 monthly / 2016 yearly cycle count. Crossover is engineered to exceed 15,000 cycle counts unlike 5,000 and 6,000 cycle counts from competing brands of home style machines. This means Crossover will perform over 3 times longer to maximize your equipment investment.*

### True Cost Exposure

Machine cost is more than the purchase price. When making a capital investment you need to consider the longevity of the machine's life, ease of maintenance when service is required, and how often you need to place service calls for your equipment. With Crossover 2.0 you gain real long-term savings you won't find with lower priced models.

### Engineering superiority

Crossover 2.0 virtually eliminates unbalanced load service calls. While other machines use a simple unbalance switch, Crossover's sophisticated computer algorithm uses drum motor current draw and motor speed RPM to automatically calculate proper distribution of the load.

### No over-suds service calls

Unlike other machines which stay locked for over an hour, Crossover detects over-suds conditions with only a slight increase in run time of 5-7 minutes. The cycle fully completes without error and the door will immediately unlock.

### Long life components

Crossover's pump is heavy duty and the boot is thick and robust and rarely gets pierced.

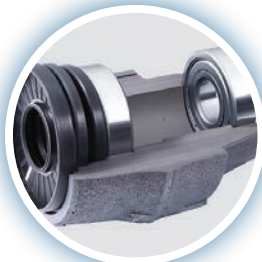
### Easy access product design

The Crossover washer has nine active components: 2x water valve assemblies, inverter, level sensor, door unlock module, display controller, drum motor, pump, and door lock. 100% of all active components can be accessed electrically from the top of the machine. This speeds service diagnosis. 90% of active components can physically be accessed from the top or rear panel, making service easier and less costly.

# 15,000 CYCLE RELIABILITY



**15,000+ CYCLES  
MACHINE LIFE**



**CAST IRON  
SKF BEARINGS**



**300 G-FORCE  
1,000 RPM SPIN**



**8-POINT  
SUSPENSION**

## CROSSOVER 2.0

The trusted Crossover 2.0 washer and dryer expands this class of laundry equipment that has revolutionized the industry. Crossover 2.0 is superior in every way to other home style washers on the market. It's truly in a class by itself. Crossover 2.0 is the ideal choice for smaller OPL operations. It's also a great complement to our popular large capacity brand, Wascomat.



**WASHER/DRYER\* STACK**  
*\*Available in Gas or Electric  
Coin, Card or OPL*



**WASHER**  
*Coin, Card or OPL*



**DRYER**  
*Available in Gas or Electric  
Coin, Card or OPL*



**DRYER\*/DRYER STACK**  
*Available in Gas or Electric  
Coin, Card or OPL*

## PRODUCT WARRANTY



**WASHER**  
Coin, Card or OPL

### Washer Warranty

Limited parts warranty is extended by Laundrylux to the first owner when the Crossover washer is installed, maintained and operated according to the instructions supplied with or available for the washer. Laundrylux will provide a free replacement for any of the following parts which fails as a result of a defect in material or manufacturing, for the warranty periods shown below. These periods are from the date of purchase or 90 days after manufacture, whichever is later. Proof of purchase is required to qualify for this limited warranty along with a validated serial number.

- **3-Years (36 months) limited parts warranty on all washer parts.**
- **5-Years (60 months) limited parts warranty on the outer cylinder, bearings and seals.**
- **5-Years (60 months) limited parts warranty on the steel cabinet panels against rust through from the inside out.**
- **10-Years (120 months) limited parts warranty on the stainless steel cylinder against rust through.**
- **1-Year limited parts warranty on coin meters and debit card readers sold by Laundrylux as original equipment for Crossover washers.**



**DRYER**  
Gas or Electric / Coin, Card or OPL

### Dryer Warranty

Laundrylux warrants all new Crossover dryers (and the original parts) to be free from defects in material or workmanship for a period of 3 years from the date of sale, but in no event more than 3-1/2 years from the date of manufacture thereof, except as hereinafter provided. All Crossover equipment and parts are to be purchased solely for light commercial use.

This warranty extends only to the original purchaser of Crossover products and to those persons who, under applicable state law, are entitled to rely hereon as third party beneficiaries, but in no event shall Laundrylux be liable for property damage sustained by such a third party beneficiary if said applicable state law contemplates such liability but permits its exclusion.



#### Did You Know?

*Residential machines sold for OPL use voids the warranty.*

## CROSSOVER 2.0 WASHER FAQ

***How many cycles are Crossover 2.0 washers engineered for?***

15,000+ cycles — two to three times longer than the competition.

***Does Crossover 2.0 meet ADA regulations?***

Yes.

***Will Crossover fit through a standard doorway opening?***

Yes. The space-saving 27" wide footprint will maximize available square footage.

***How are the bearings different?***

Two SKF commercial grade bearings and three individual seals with steel gable bearing housing means years of reliability.

***What makes Crossover 2.0 construction semi-professional, unlike home style residential models sold by other vendors?***

- 8 point, heavy-duty suspension system with solid steel counterweights
- CrossBalance technology keeps loads in balance and finishes cycle
- Professional-grade machine weight at 299lb. compared to 245lb. for competitors

***What are some unique Crossover features?***

- Multi-vend in coin or card model
- Full array of auditing registers
- Customizable wash programs
- Adjustable water levels
- Clog-resistant pump strainer
- Error reporting and recording

***What is the washer cylinder size?***

Generous 3.5 cubic feet which translates to 22lb. of wash capacity—the most in the industry for equipment this size.

***What is Crossover's balance ring material?***

It is constructed of steel. Many competitors use concrete which breaks down over time, resulting in downtime and increased service costs.

***What makes Crossover 2.0 the best choice for me?***

Reliability. Crossover laundry equipment is built to handle the daily rigors of commercial use. It's why we only use commercial-grade components in all of our vended washers and dryers. It's also why we back all of our machines with a strong warranty for added peace of mind.

# PREMIUM FREESTANDING WASHER FEATURES

## CROSSOVER 2.0 WASHER

Heavy-duty pull-out drawer with compartments for liquid or powder detergent, liquid fabric softener and liquid bleach

2 cycle upgrade buttons for enhanced revenue — Heavy Soil and/or Extra Rinse

ADA compliant and ENERGY STAR® certified



Extra large door opening for easy loading and unloading

Superb cleanability with 4 field adjustable wash programs

Pump drain standard

Solid steel counterweights — no concrete

AC Motor (No brushes)

Coin/card payment or OPL

Extra large, high-security coin box

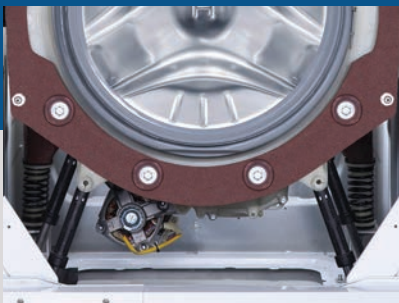
300 G-force spin for greatest water extraction and faster dry time

Extra large load 3.5 cu. ft. drum — 22+ pound capacity

Superior over-suds and unbalance tolerance

Saves up to 60% on water vs. top load washers

Soft-mount design for easy installation



### 8-Point Suspension

Robust 8-point suspension features advanced technology to keep loads in balance, eliminate oversuds, and finish the cycle. Premium counterweights are constructed of solid steel providing additional strength and enhancing the longevity of the machine.



### Quality SKF Bearings in Cast Iron Housing

Two commercial grade SKF bearings are sealed for maximum protection. Three individual seals with 5 lips provide a water-tight barrier around the drive shaft to protect the bearings from damaging moisture.



### Time-of-Day Promo Pricing

Crossover 2.0 washers are easily programmable with promotional vend pricing at specified times and days. Multiple promotion events can be programmed at one time using the built-in real time clock.

## PREMIUM FREESTANDING DRYER FEATURES

### CROSSOVER 2.0 DRYER



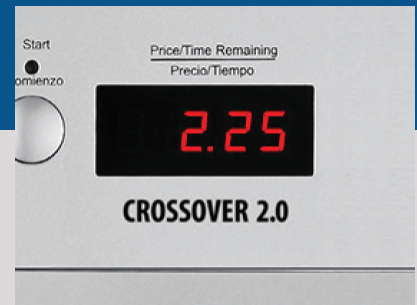
#### Fast Drying with Axial Airflow

The highly efficient axial airflow system and tight construction results in extremely low energy usage and faster dry times.



#### Roller Supported Tumbler

Innovative support rollers improve drum stability, ensure quiet operation, and extend the life of the machine.

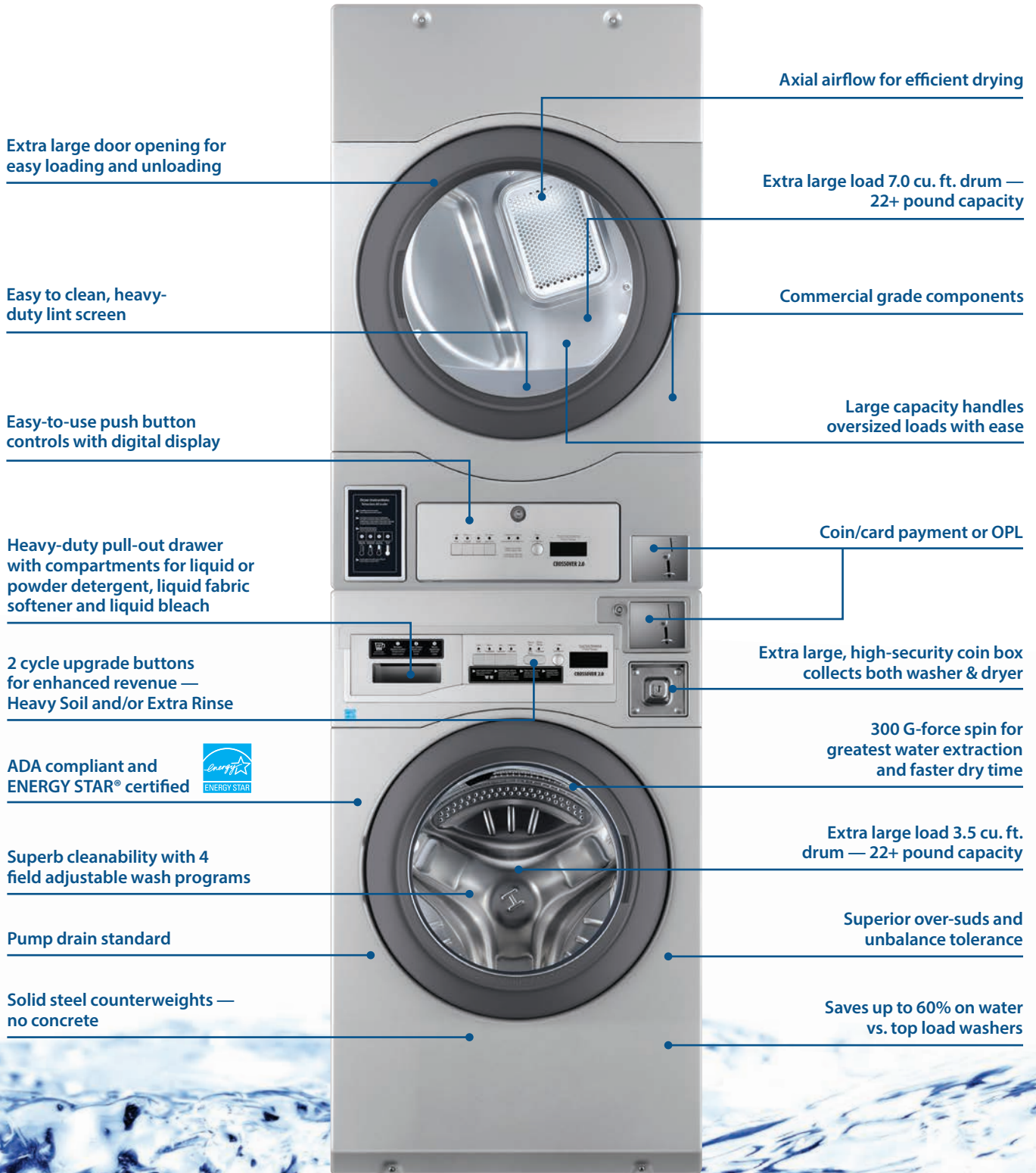


#### Time-of-Day Promo Pricing

Easily program promotional vend pricing at specified times and days. Multiple promotion events can be programmed at one time using the built-in real time clock.

# PREMIUM STACKED WASHER/DRYER FEATURES

## CROSSOVER 2.0 STACKED WASHER/DRYER



Extra large door opening for easy loading and unloading

Axial airflow for efficient drying

Extra large load 7.0 cu. ft. drum — 22+ pound capacity

Easy to clean, heavy-duty lint screen

Commercial grade components

Easy-to-use push button controls with digital display

Large capacity handles oversized loads with ease

Heavy-duty pull-out drawer with compartments for liquid or powder detergent, liquid fabric softener and liquid bleach

Coin/card payment or OPL

2 cycle upgrade buttons for enhanced revenue — Heavy Soil and/or Extra Rinse

Extra large, high-security coin box collects both washer & dryer

ADA compliant and ENERGY STAR® certified



300 G-force spin for greatest water extraction and faster dry time

Superb cleanability with 4 field adjustable wash programs

Extra large load 3.5 cu. ft. drum — 22+ pound capacity

Pump drain standard

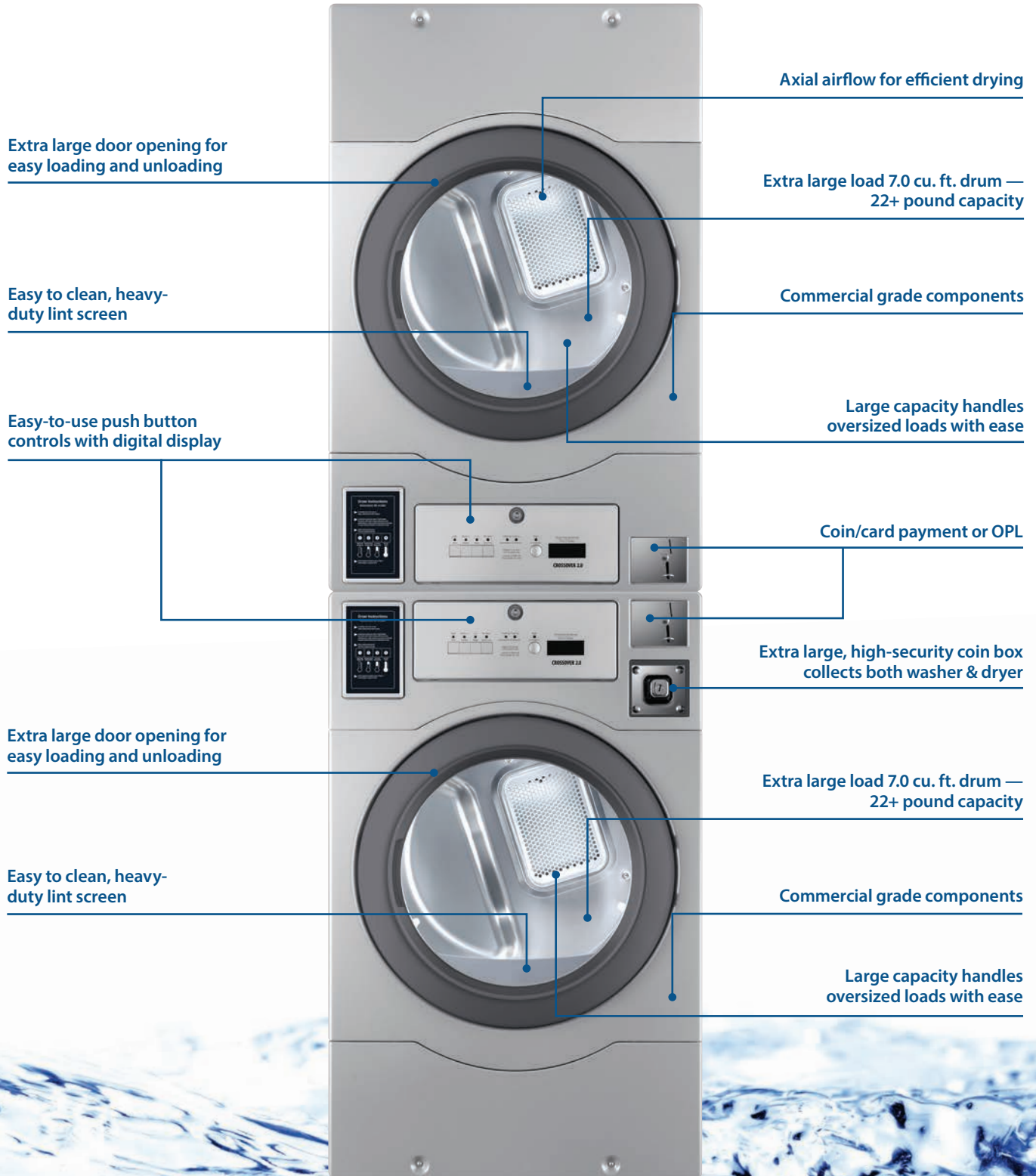
Superior over-suds and unbalance tolerance

Solid steel counterweights — no concrete

Saves up to 60% on water vs. top load washers

# PREMIUM STACKED DRYER/DRYER FEATURES

## CROSSOVER 2.0 STACKED DRYER/DRYER



Extra large door opening for easy loading and unloading

Easy to clean, heavy-duty lint screen

Easy-to-use push button controls with digital display

Extra large door opening for easy loading and unloading

Easy to clean, heavy-duty lint screen

Axial airflow for efficient drying

Extra large load 7.0 cu. ft. drum — 22+ pound capacity

Commercial grade components

Large capacity handles oversized loads with ease

Coin/card payment or OPL

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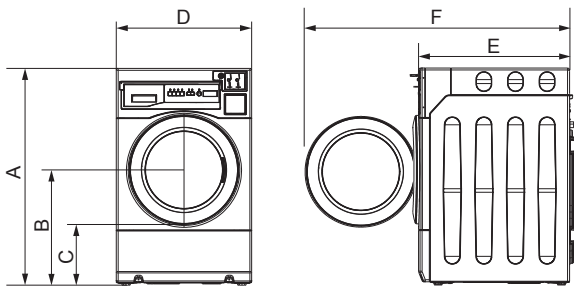
Commercial grade components

Large capacity handles oversized loads with ease

# WASHER & DRYER PRODUCT SPECS

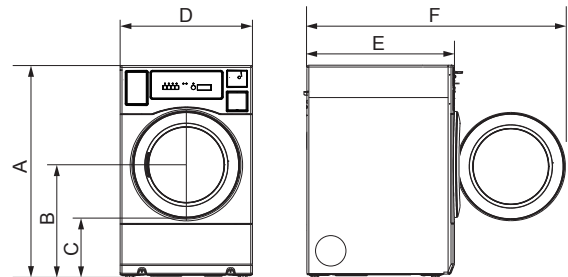
CROSSOVER 2.0 <b>WASHER</b> SPECIFICATIONS	
<b>Model Numbers</b>	WHLFP817M – Metered (Coin) WHLFP817DC – Card Ready
<b>Motor</b>	Variable-speed, reversible, thermoprotected, high-efficiency, controlled induction
<b>Electrical Rating</b>	120 V/60 Hz/1-phase
<b>Breaker Requirements</b>	15A
<b>Cylinder Volume</b>	3.5 cu ft (98 liters)
<b>Cylinder Diameter</b>	21 5/8 in (550 mm)
<b>Cylinder Depth</b>	18 1/4 in (464 mm)
<b>Wash Capacity</b>	22 lbs (10 kg)
<b>Door Opening</b>	15 in (380 mm)
<b>Wash Speed</b>	45 RPM
<b>Maximum RPM*</b>	1,050 RPM
<b>Maximum G-Force</b>	300 G
<b>Inlet Hose</b>	2 3/8 in (hoses included)
<b>Water Pressure</b>	10-90 psi (70-600 kPa)
<b>Drain Hose</b>	1 in (25.4 mm)
<b>Crated Weight</b>	314 lbs (142 kg)
<b>Uncrated Weight</b>	299 lbs (136 kg)

CROSSOVER 2.0 <b>WASHER</b> SPECS AT A GLANCE	
<b>Wash Capacity</b>	22 lb / 10 kg
<b>Cylinder Volume</b>	3.5 cu ft / 98 liters
<b>A. Overall Height</b>	43 1/4 in (1098 mm)
<b>B. Height to Center of Door</b>	23 in (584 mm)
<b>C. Height to Bottom of Door</b>	12 3/16 in (310 mm)
<b>D. Overall Width</b>	27 in (686 mm)
<b>E. Overall Depth</b>	30 1/8 in (765 mm)
<b>F. Depth w/ Door Open 90°</b>	51 3/16 in (1300 mm)



CROSSOVER 2.0 <b>DRYER</b> SPECIFICATIONS	
<b>Model Numbers</b>	DLHF0817G – Gas/Metered (Coin) DLHF0817GDC – Gas/Card Ready DLHF0817E – Electric/Metered (Coin) DLHF0817EDC – Electric/Card Ready
<b>Motor</b>	1/3 HP
<b>Electrical Rating (Gas Model)</b>	120 V/60 Hz / 1-phase
<b>Electrical Rating (Electric Model)</b>	208 or 240V (heating)/120V (motor and controls) / 60hz / 1-phase
<b>Breaker Fuse Requirements (Gas Heat)</b>	15A
<b>Breaker Fuse Requirements (Electric Heat)</b>	30A
<b>Cylinder Volume</b>	7.0 cu ft (200 liters)
<b>Cylinder Diameter</b>	26 in (660 mm)
<b>Cylinder Depth</b>	22 in (559 mm)
<b>Capacity (Dry Weight)</b>	22 lbs (10 kg)
<b>Airflow</b>	170 cfm
<b>Gas Heating</b>	18,000 BTU/hr
<b>Electric Heating</b>	5.0 kW
<b>Gas Connection</b>	3/8 in MNPT
<b>Tumbling Speed</b>	50 rpm
<b>Exhaust Connection</b>	4 in diameter
<b>Approx. Net Weight</b>	158 lbs (71.7 kg)
<b>Approx. Shipping Weight</b>	173 lbs (78.5 kg)

CROSSOVER 2.0 <b>DRYER</b> SPECS AT A GLANCE	
<b>Dry Capacity</b>	22 lb / 10 kg
<b>Cylinder Volume</b>	7.0 cu ft / 200 liters
<b>A. Overall Height</b>	42 1/2 in (1080 mm)
<b>B. Height to Center of Door</b>	23 in (584 mm)
<b>C. Height to Bottom of Door</b>	12 in (305 mm)
<b>D. Overall Width</b>	27 in (686 mm)
<b>E. Overall Depth</b>	29 in (737 mm)
<b>F. Depth w/ Door Open 90°</b>	51 1/2 in (1308 mm)



Refer installation and servicing to qualified, licensed personnel. Always read Installation and Operating Manuals and consult local codes before installation. Protect machines with properly rated circuit breakers ONLY. Warranty void if not properly installed. Specifications subject to change without notice. Laundrylux assumes no responsibility for errors or omissions in this information. Money boxes sold separately.

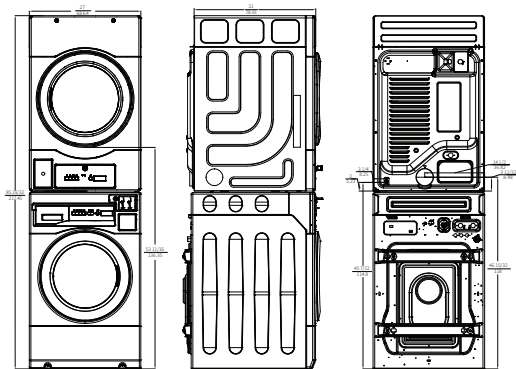
# STACKED W/D & D/D PRODUCT SPECS

## CROSSOVER 2.0 STACKED WASHER/DRYER SPECIFICATIONS

<b>Model No. Gas</b>	Metered (Coin)/Pump Model WDHLPS817G Card Ready/Pump Model WDHLPS817GDC
<b>Model No. Electric</b>	Metered (Coin)/Pump Model WDHLPS817E Card Ready/Pump Model WDHLPS817EDC
<b>Motor</b>	Variable-speed, reversible, thermoprotected, high-efficiency, controlled induction
<b>Electrical Rating (Gas Model)</b>	120 V/60 Hz / 1-phase
<b>Breaker Fuse Requirements (Gas Heat)</b>	15A
<b>Breaker Fuse Requirements (Electric Heat)</b>	30A
<b>Washer Cylinder Volume</b>	3.5 cu ft (98 liters)
<b>Dryer Cylinder Volume</b>	7.0 cu ft (200 liters)
<b>Washer Cylinder Diameter</b>	21 5/8 in (550 mm)
<b>Dryer Cylinder Diameter</b>	26 in (660 mm)
<b>Washer Cylinder Depth</b>	18 1/4 in (464 mm)
<b>Dryer Cylinder Depth</b>	22 in (559 mm)
<b>Wash/Dry Capacity</b>	22 lbs (10 kg)
<b>Airflow</b>	170 cfm
<b>Gas Heating</b>	18,000 BTU/hr
<b>Electric Heating</b>	5.0 kW
<b>Gas Connection</b>	3/8 in MNPT
<b>Wash Speed</b>	45 RPM
<b>Tumbling Speed</b>	50 rpm
<b>Exhaust Connection</b>	4 in diameter
<b>Approx. Net Weight</b>	Dryer - 158 lbs (71.7 kg) Washer - 299 lbs (136 kg)

## CROSSOVER 2.0 STACKED WASHER/DRYER SPECS AT A GLANCE

<b>Capacity</b>	22 lb / 10 kg
<b>Overall Height</b>	85 in (2235 mm)
<b>Overall Width</b>	27 in (686 mm)
<b>Overall Depth</b>	29 in (737 mm)

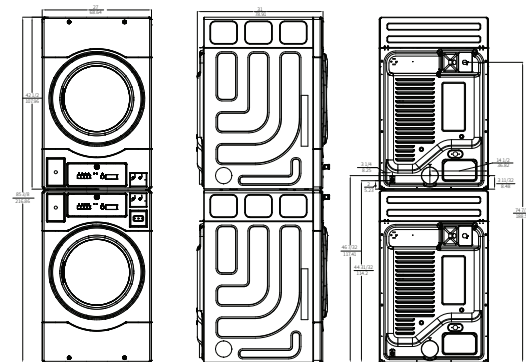


## CROSSOVER 2.0 STACKED DRYER SPECIFICATIONS

<b>Model No. Gas</b>	Metered (Coin) / Card-ready DLHF0817G / DLHF0817GDC
<b>Model No. Electric</b>	Metered (Coin) / Card-ready DLHF0817E / DLHF0817EDC
<b>Motor</b>	1/3 HP
<b>Electrical Rating (Gas Model)</b>	120 V/60 Hz / 1-phase
<b>Electrical Rating (Electric Model)</b>	208 or 240V (heating)/120V (motor and controls) / 60hz / 1-phase
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## CROSSOVER 2.0 STACKED DRYER SPECS AT A GLANCE

<b>Dry Capacity</b>	22 lb / 10 kg
<b>Cylinder Volume</b>	7.0 cu ft / 200 liters
<b>Overall Height</b>	85 in (2235 mm)
<b>Height to Center of Door</b>	N/A
<b>Height to Bottom of Door</b>	N/A
<b>Overall Width</b>	27 in (686 mm)
<b>Overall Depth</b>	29 in (737 mm)
<b>Depth w/ Door Open 90°</b>	N/A



## WASCOMAT MULTI-LOAD PERFORMANCE PRODUCTS



### WHY CHOOSE PROFESSIONAL MULTI-LOAD LAUNDRY EQUIPMENT?

*AN UNTAPPED MARKET FOR ON-PREMISES LAUNDRY FACILITIES EQUALS GREAT OPPORTUNITIES.*

#### ***SO, HOW DOES THIS BENEFIT YOU?***

- Early Adoption to this “direct-to-customer” selling program.
- Large multi-load capacity, allows for greater reliability and new market segmentation.
- Tap into this huge market opportunity with multi-load professional product.
- Upsell customers for greater revenue generation and high margin.
- Communicate genuine professional laundry product.
- Partnership with world-class products, brands and business partners.
- Extend your market leadership position by offering best in class professional laundry equipment.
- Further separates you from your competition.



**WASCOMAT PROFESSIONAL ON-PREMISES WASHERS & DRYERS ARE BUILT TOUGH AND ARE SPECIFICALLY KNOWN THROUGHOUT THE INDUSTRY FOR LONG-LIFE.**

## OPL CORE MARKETS & PRODUCTS

### Untapped Market Potential

Wascomat commercial washers and dryers are the perfect laundry equipment for on-premises laundry facilities, including:

- Schools
- Hospitality
- Fire Houses
- Country Clubs
- Athletic Facilities
- Correctional
- Dry Cleaners
- Farms
- Industrial
- Linen Rentals
- Health Care
- Veterinary



### Wascomat OPL Washers & Dryers

Maintaining the highest quality on-premises laundry standards should not risk profitability. Wascomat Commercial laundry equipment is designed to increase productivity, lower expenses, and achieve optimal results every time.



## PREMIUM MULTI-LOAD WASHER FEATURES



### WASCOMAT 'WLD' SERIES WASHERS

Compass Pro lets you control important functions such as exact water levels, wash times and number of rinses — with a simple turn of the dial

Large digital display readout with multi-language capability

Robust door handle

Extra large door opening for easy loading and unloading

Customize wash programs to lower costs and increase productivity

Solid mount installation

Unique 4-compartment supply dispenser

Provisions to connect up to 5 liquid supplies

100 G-force spin for extracts more water for shorter drying times

Large capacity drum — available from 20 to 77 lbs. capacities

Built-in diagnostics and detailed statistics capability

Interchangeable parts from one machine size to another



#### Front Panel Options



White  
Standard



NEW Shiny Stainless Steel  
Optional Upgrade

*WLD Series Washers are available in 20, 25, 30, 45, 62, and 77 pound capacities.  
Not all features shown are available on all models.*

## More Choice

With Wascomat Compass Pro you choose the programs that best suit your needs. Modify standard wash programs to find the perfect balance between low water and energy consumption — or create your own programs to meet the specific needs of your facility.

## Perfect Fit

Most sizes available in 220 or 120 volt, single phase. Now it's easy to replace old, inefficient top-load or front-load washers with new Wascomat equipment.

# PREMIUM MULTI-LOAD DRYER FEATURES



## WASCOMAT 'D' SERIES DRYERS

Compass Pro lets you build custom programs to fit the needs of your business

Large digital display readout with multi-language capability

Robust door handle

Extra large door opening for easy loading and unloading

Easy to clean pull-out lint screen — best in the industry

Flexible installation options

### Front Panel Options



White  
Standard



NEW Shiny Stainless Steel  
Optional Upgrade



Quiet operation — Wascomat dryers are designed to keep noise level below 70 dB (A)

Reversing drums reduce energy consumption, prevent tangling, and laundry dries more quickly

Auto Stop ensures the dryer stops running when linens are dry — saves time and energy while preserving linen life

Sturdy drum suspension with double-sealed bearings and belt drive for “workhorse” durability

Axial Airflow and tight construction for extremely low energy consumption — dries faster, saving up to 25% in gas

Options include: Stainless Steel Drum, RMC, Fresh Air Intake, Exhaust on Top. Wascomat multi-load dryers are available in single pocket and stack dryer/dryer configurations.

## A Long History of Excellence

Wascomat dryers offer reliability, durability and significant energy savings for on-premises laundry applications.

## Residual Moisture Control (Optional)

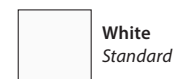
The Residual Moisture Control (RMC) option is available on Wascomat single pocket dryers. RMC allows for precise control of remaining moisture in the load. This is best for linens that require a small amount of dampness to further process the linens with pressing equipment. By not over-drying, you'll benefit from longer linen life and significant labor and energy savings.

# WASCOMAT 'WLD' SERIES WASHER SPECIFICATIONS

Wascomat "WLD" Series Washers	WLD720		WLD725		WLD730		WLD745		WLD762		WLD777	
Capacity (lb/kg)	20	9	25	11	30	14	45	20	62	28	77	35
Width (in/mm)	26	660	28 3/8	720	28 3/8	720	29 1/2	750	32 11/16	830	35 13/16	910
Depth (overall) (in/mm)	28 7/16	722	27 7/16	697	31	787	36	914	40 1/2	1029	43 7/8	1114
Height (in/mm)	44 5/8	1133	47 15/16	1217	47 7/8	1216	52 15/16	1345	56 1/8	1426	57 11/16	1465
Height to bottom of door (in/mm)	14	355	14 3/8	365	14 3/8	365	17 1/8	435	18 1/2	470	19 11/16	500
Door opening diameter (in/mm)	12 1/4	310	14 3/8	365	14 3/8	365	15 9/16	395	17 1/8	435	17 1/8	435
Cylinder volume (ft <sup>3</sup> /l)	3	85	3.7	105	4.6	130	6.4	180	8.8	250	11.7	330
Drain outlet diameter (in/mm)	3	75	3	75	3	75	3	75	3	75	3	75
Height to centerline of drain (in/mm)	4 1/16	103	4 1/16	103	4 1/16	103	4 1/16	103	4 1/16	103	4 1/16	103
Extract (rpm/G-Force)	587/100		548/100		548/100		525/100		497/100		474/100	
Dynamic load (lb/kN)	382 +/- 697	1.7+/-3.1	427+/-562	1.9+/-2.5	540+/-697	2.4+/-3.1	652+/-877	2.9+/-3.9	854+/-1102	3.8+/-4.9	1034+/-1259	4.6+/-5.6
Dynamic frequency (Hz)	9.3		9.1		9.1		8.8		8.3		7.9	
Noise level (dBA)	<70		<70		<70		<72		<71		<74	
Crated width (in/mm)	27 3/16	690	29 1/2	750	29 1/2	750	30 11/16	780	33 7/8	860	37	940
Crated depth (in/mm)	32 11/16	830	35 1/16	890	37 3/8	950	39 3/16	995	43 11/16	1110	47 1/16	1195
Crated height (in/mm)	48	1219	53 1/8	1350	53 1/8	1350	56 7/16	1434	61 1/4	1556	62 7/16	1586
Crated weight (lb/kg)	276	126	364	166	432	169	522	238	615	280	717	326
<b>Electrical Requirements (standard)</b>												
Voltage/frequency/phase	208-240/60/1 or 3~		208-240/60/1 or 3~		208-240/60/1 or 3~		208-240/60/1 or 3~		208-240/60/1 or 3~		208-240/60/1 or 3~	
Power (kW) / Full-load current (A) / Ckt breaker (A)	0.5 / 2.4 / 15		0.7 / 3.4 / 15		0.8 / 3.9 / 15		0.9 / 4.3 / 15		1.1 / 5.3 / 15		1.2 / 5.8 / 15	
Voltage/frequency/phase	120/60/1		120/60/1		120/60/1		120/60/1		120/60/1		120/60/1	
Power (kW) / Full-load current (A) / Ckt breaker (A)	0.6 / 5.0 / 15		0.8 / 5.8 / 15		0.9 / 7.5 / 15		1.0 / 8.3 / 15		1.2 / 10.0 / 15		1.3 / 10.8 / 15	
<b>Water Information</b>												
Inlet fittings (* = 3 inlets)	3/4	DN20	3/4	DN20	3/4	DN20	3/4*	DN20*	3/4*	DN20*	3/4*	DN20*
Flow (gpm/lpm @ 45 psi) (each inlet)	5	20	5	20	5	20	5	20	16	60	16	60
Recommended water pressure (psi/kPa)	30-90	200-600	30-90	200-600	30-90	200-600	30-90	200-600	30-90	200-600	30-90	200-600
Approx Water usage (gal / liters @ full load)	12.9	49	16.3	61.7	20.9	79	30.4	115	42.8	162	53.6	203
Modified Energy Factor	n/a											
Water Factor (Gal per cycle/drum volume)	4.3		4.4		4.5		4.8		4.8		4.6	
Refer installation and servicing to qualified, licensed personnel. Always read installation and operating manuals and consult local codes before installation. Protect machines with properly rated, common-trip, circuit breakers ONLY. Warranty void if not properly installed. Solid-mount machines require a concrete foundation, and are not suitable for upper-floor or above-basement installations. Contact Liberty Laundry for more information and for availability of machines for electric services not listed. Specifications subject to change without notice. Liberty Laundry assumes no responsibility for errors or omissions in this information.												



**Front Panel Options**



White  
Standard



**NEW Shiny Stainless Steel**  
Optional Upgrade

# WASCOMAT 'D' SERIES DRYER SPECIFICATIONS

Wascomat "D" Series - Stack & Single Pocket	D735S		D750S		D735		D767		D783		D7100		D7135			
Capacity (lb/kg)	2 x 35	2 x 16	2 x 50	2 x 22.7	35	16	67	31	83	37.5	100	45	135	61		
Width (in/mm)	31 1/8	790	34 3/16	868	28 1/16	713	37 13/16	961	37 13/16	961	50 13/16	1290	50 13/16	1290		
Depth (in/mm) (Steam heat add 6" (150mm) to D7x models)	43 7/8	1115	52 3/5	1336	47 5/8	1210	53 3/4	1365	61 7/16	1560	50 16/16	1295	58 7/16	1485		
Depth with door open (in/mm) (Steam heat add 6" (150mm) to D7x models)	72 7/16	1840	85 15/16	2183	74 1/8	1883	92 1/8	2340	93 5/16	2370	94 1/2	2400	101 15/16	2590		
Height Overall (in/mm)	76 3/8	1940	82 1/8	2086	66 1/2	1688	73 9/16	1869	73 1/8	1857	97	2465	97	2465		
Height without heating unit (in/mm)	n/a										77 3/8	1965	77 3/8	1965		
Door opening diameter (in/mm)	22 13/16	580	27 1/16	687	22 5/6	580	31 7/8	810	31 7/8	810	37 1/16	940	37 1/16	940		
Cylinder volume (ft <sup>3</sup> /l)	2 x 10.6	2 x 300	2 X 15	2 X 423	10 3/16	290	19.4	550	23.8	675	31.7	900	42.4	1200		
Crated Weight (lb/kg)	683	311	880	440	453	206	664	302	695	316	1270	576	1349	612		
<b>Utility Connections</b>																
Exhaust duct diameter (in/mm)	8	200	8	200	8	200	8	250	8	250	12	315	12	315		
Exhaust static pressure (inches H2O / mbar) (max at 60Hz)	0.75	1.9	0.75	1.9	0.75	1.9	0.75	1.9	0.75	1.9	0.37	1	0.37	1		
Gas connection (One inlet supplies both pockets on stack dryers)	1/2 MNPT		3/4 MNPT		1/2 MNPT		1/2 MNPT		1/2 MNPT		1 MNPT		1 MNPT			
Steam connection, inlet & condensate	n/a				1 MNPT		1 MNPT		1 MNPT		1 MNPT		1 MNPT			
<b>Energy Data</b>																
Gas (Btu/hr)	2 x 71,650		2 x 94,000		71,700		112,700		143,400		219,000		280,000			
Airflow (ft <sup>3</sup> /min / m <sup>3</sup> /hr) (gas heat)	2 x 353	2 x 600	2 x 500	2 x 850	360	610	553	940	671	1140	1354	2300	1471	2500		
Electric Heating Power (kW) @ 208-240V/3Ø	9 or 13.5 or 18		n/a		13.5 or 18		18 or 24 or 32		32 or 40		48 or 60		60 or 72			
Airflow (ft <sup>3</sup> /min / m <sup>3</sup> /hr) (elec. heat)	2 x 353	2 x 600			324	550	553	940	671	1140	1354	2300	1471	2500		
Steam Consumption (lb/hr / kg/hr) (approximate)	n/a				80	36	118	54	150 / 68	225 / 102	288 / 131					
Airflow (ft <sup>3</sup> /min / m <sup>3</sup> /hr) (steam heat)			406	690	636	1080	812	1380	1354	2300	1471	2500				
<b>Electrical Requirements</b>																
Current, gas or steam, 120 V/60Hz(full load/circuit breaker)	2 x 9A / 2 x 15A		2 x 14A / 2 x 20A		7.5A (15A)		15.8A (20A)		16A (20A)		n/a					
Current, gas or steam, 208-240 V/60Hz/1Ø(full load/circuit breaker)	2 x 4.5A / 2 x 15A		2 X 7A / 2 X 15A		3.8A (15A)		8.2A (15A)		8.2A (15A)							
Current, gas or steam, 208-240 V/60Hz/3Ø(full load/circuit breaker)	n/a				3.7A (15A)		10A (15A)		10A (15A)		10A (15A)		10A (15A)			
Current, electric, 208-240 V/60Hz/3Ø (full load/circuit breaker)	Depends upon Voltage and power selected. Contact Laundrylux Sales Department.															
<b>Alternate Voltages</b>																
Alternate voltages available. Contact Laundrylux Sales Department.																
<b>Supply Pressures</b>																
Natural Gas (inches H2O / mbar)					3.5-12 / 9-30								6-10 / 15 - 25		6-10 / 15 - 25	
Propane (inches H2O / mbar)					10-13 / 25-30								10-13/ 25-30		10-13/ 25-30	
Steam (psi / bar) (max)	n/a								145 / 10				145 / 10		145 / 10	
Refer installation and servicing to qualified, licensed personnel. Always read installation and operating manuals and consult local codes before installation. Protect machines with properly rated, common-trip, circuit breakers ONLY. Warranty void if not properly installed. Solid-mount machines require a concrete foundation, and are not suitable for upper-floor or above-basement installations. Contact Laundrylux for more information and for availability of machines for electric services not listed. Specifications subject to change without notice. Laundrylux assumes no responsibility for errors or omissions in this information.																



### Front Panel Options



White  
Standard



**NEW Shiny Stainless Steel**  
Optional Upgrade

## THE KEYS TO UP-SELLING

### Adding Value

**"By the way"...** The three most powerful words in adding value to up-sell. This proven add-on selling technique is a simple and effective means to introduce the concept of selling products that you may not be known as a provider for.

The most important thing to understand is that you are not selling, but providing a value to your customers by introducing them to a new product they did not know you offered that **THEY NEED**. This elevates your value as a sales person and brand with your customers and positions you as a "One Stop" Solutions Provider.

*The formula is pretty simple:* The salesperson diagnoses his or her prospect's needs, then recommends the right products and/or services to fill those needs. **BUT** introduces a **NEW** ingredient to the conversation for current and future consideration.

### Solution Selling Process

**Prospect:** You already have the relationship with the customer.

**Qualify:** Understand the needs of the customer.

**Discovery:** Open the idea with a question – Diagnose through dialog to the buyer's needs.

**Add Value:** By the way, did you know....

**Present:** Offer a custom solution they did not know your provided.

**Close:** Share your unique value proposition. "We can help with"...

### Examples

You have just sold a facility manager or co-op group 24 sets for a in-unit kitchen set up... How are you supporting tenant laundry, if not in-unit? **"By the way... Did you know, we can provide you with commercial laundry equipment?"**

You just started speaking with a hotel about in-room appliances... How are you supporting guest laundry? **"By the way... Did you know, we can provide you with commercial laundry equipment that can be used in front of house and in back of the house (OPL), as well?"**



## COMMERCIAL LAUNDRY VOCABULARY

**OPL (On-Premises Laundry)** – A place of business where laundry is done on-site, rather than outsourced. *Examples:* Spa's, Country Clubs, Health Clubs, Vet's, Fire Houses, and Athletic Facilities.

**Soft Mount** – The piece of laundry equipment can be placed on any surface, and does not need to be bolted to the floor to avoid machine movement due to vibration.

**Hard Mount** – This type of machine requires a base to raise it 6 inches above the ground and **MUST** be bolted to the ground with 8 bolts.

**Multi-Housing Laundry Room** – A central laundry room in an apartment or co-op residential building that the tenants all share to do their laundry.

**Plug and Play** – The term used when the replacement machine is the same size as the current equipment in place. Also, the same electrical requirements.

**Front of House/Back of House** – This refers to hotels and restaurants mostly. Front of house is the place where the public is. Back of house is the facility behind closed doors. *Examples:* Front of house at a hotel is where the Guest Laundry is located. Back of house is where the bulk of the laundry, linens, sheets, towels are washed.

**Coin Machine** – Sometimes called Vended, means the laundry equipment requires a coin form of payment.

**Card Machines** – Sometimes called Debt Card. Some facilities have a card system rather than coin as a form of payment. This can be Credit Cards or a preloaded laundry card, which requires a machine to add value to the customer's card and can only be used at that location.

**Professional Product** – This is often another term for Commercial Equipment.

**Multi Load** – This refers to Laundry Equipment that has a capacity in excess of 20 (lbs) pounds and in most cases, is a bolted down.

**Water or Energy Consumption** – Laundry is all about the use of utilities: Gas for dryers, water to wash clothes, or electricity to power the equipment. The more energy efficient the lower the costs and greater the profit. If a coin customer can save 15% in utilities, that's an added 15% profit. If an OPL customer can save 15% that is a huge monthly expense savings.

- **This is why this is a big selling point.**
- **See the manuals for water consumptions and savings.**

**Machine Cycles** – Every time you run the machine, it's a cycle. Residential machines are built for 4,000 to 6,000 cycles.

**Cost of Ownership** – Crossover is built for 15,000+ cycles, that is 3 times longer than the competition. Which means you will need to replace the other brands – 3 times before you replace as Crossover. So, while the Crossover may be slightly more expensive the "cost of ownership" is 3 times less.

**G-Force** – A relative measurement generally used to compare commercial washer extraction capabilities (spin speeds). Higher G-Forces lead to less water being left in clothing after the wash program is complete. Meaning shorter drying times, reducing energy consumption to dry. The best way to dry clothes is in the final spin of the wash = G-force.

**Capacity (in Pounds or Cubic Feet)** – This is the amount the machine is set for WET clothes; washers or dryers. One of the key factors in ending up with really clean laundry is to not overload the washer. Clothes need room to "swim" in the water and detergent solution during wash cycles to remove soil and stains. If the washer tub is jam-packed, some clothes will have limited exposure time to the cleaning solution and will come out with their original stains and odor. That's why it is important to know the capacity of the washer you are using so you don't over-load.

- **All Crossover 2.0 products are available in Coin, Card or OPL.**
- **Dryers available in Gas or Electric heat.**





DISTRIBUTED BY



Distribution on a *Personal Level*

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## Laundrylux

**New Dealer Hotline: 800.645.2204**  
**laundrylux.com**

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**Parts:** 516-371-2000 • parts@laundrylux.com

**Tech Support:** 516-371-0700 • service@laundrylux.com