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OUR ALL-INCLUSIVE  
SUBSCRIPTION SOLUTION

 **Richard Jay**  
*We know how*

BRISBANE - SYDNEY - MELBOURNE - ADELAIDE - PERTH  
1300 RICHARD (742 427) - [www.richardjay.com.au](http://www.richardjay.com.au)



**A family  
owned  
Australian  
business**  
est. 1969



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**CHANGING THE WAY  
YOU THINK ABOUT  
LAUNDRY AND  
WAREWASHING.**

# OUR ALL-INCLUSIVE SUBSCRIPTION SOLUTION

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## Discover the **JayWay** difference

Richard Jay understands that all organisations, facilities and businesses have different needs and budgeting requirements that must be kept in balance. That's why, for a long time, we have offered a range of flexible payment options.

Listening to our clients talk about how they'd prefer to do things in an ideal world inspired us to create JayWay. JayWay is our all-new, all-inclusive subscription service that covers all of your laundry and warewashing needs.

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## How **JayWay** works

They don't come along often, but JayWay is an industry first that is changing the way our customers manage their industrial laundry and professional warewashing needs.

You pay just the one monthly fee calculated per day on a **per load - bed - resident - guest - rack basis for everything**. The choice is yours.

If you've been dealing with a multitude of providers for your laundry and warewashing needs, this revolutionary new solution brings all of your requirements under one umbrella. Imagine dealing with the one representative for everything!



NEW MACHINERY



DISPENSERS



CHEMICALS



MAINTENANCE



SPARE PARTS



EMERGENCY  
BREAKDOWN



REPORTS



SUPPORT

# STARTING WITH JAYWAY IS SIMPLE

Your package is always designed to maximise energy efficiency, cost savings and performance.

## **This new all-inclusive pricing model:**

- Makes budgeting easy
- Eliminates the need for big-ticket outlays. You always have the latest, greatest machinery and equipment.
- All delivery, installation and training is included
- Fast response to breakdowns
- Allows for greater flexibility in the event your capacity fluctuates



## **Add ancillary equipment**

If you require additional machinery such as an ironing press, roller ironer or trolleys, we will add this into your JayWay subscription.



## **Roll out across all sites**

If you're an owner operator or have corporate businesses with multiple locations, JayWay can be rolled out with a Master Agreement across numerous sites. You don't have to go through the set-up process every time.

# EVEN MORE FLEXIBILITY

## All-in-1 service, so many benefits

Here's why businesses Australia-wide are getting on board with our revolutionary subscription laundry and warewashing service.

- ✓ Everything taken care of
- ✓ Easy budgeting
- ✓ No capital expenditure outlay
- ✓ Only pay for what you use
- ✓ Innovative new technology for total transparency
- ✓ Deal with 1 expert provider and save time
- ✓ Increase energy efficiency
- ✓ Upgrade equipment easily when needed\*  
(Terms & conditions apply)

## Our process

To design the best solution, we get to know you and your business or organisation.

### STEP | 01

A JayWay consultant will meet with you to get a clear understanding of your business, run through the calculations and identify how we can improve your efficiency.

### STEP | 02

A formal proposal outlining the machinery and equipment to be supplied is drawn up and presented to you.

### STEP | 03

You sign the agreement and tell us when you'd like your machinery and chemicals to be delivered.



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**DESIGNING  
YOUR JAYWAY  
PACKAGE**

One of the major advantages of JayWay is flexibility.

When we meet with you, we'll structure your package in a way that suits your business. Your subscription fee can be calculated in several ways, depending on how you work.

### For laundry, you can choose:



PER BED



PER RESIDENT OR GUEST



PER LOAD

### For warewashing, you can choose:



PER ROOM



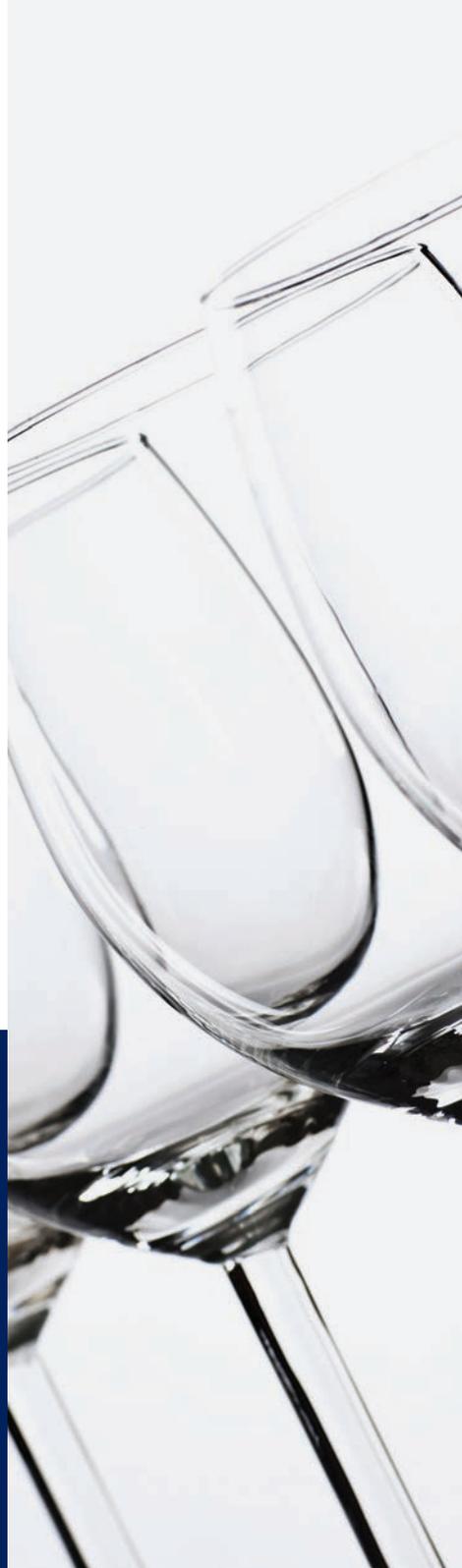
PER RESIDENT OR GUEST



PER RACK

**JayWay uses advanced technology to monitor every machine from Richard Jay HQ.**

We keep an eye on your machine's performance and chemical levels so that if there is a problem, we are the first to know about it and take action immediately.



# WHY RICHARD JAY?

Our family-owned business launched in 1969 as a single laundromat in Adelaide. Since then, we have become an internationally recognised corporation providing laundry, warewashing and chemical solutions for commercial, hospitality, government and community operations of all sizes.

Founding supporter and partner of Orange Sky Laundry. We believe all Australians deserve fresh, clean laundry.



**Our JayWash and JayWare experts operate nationwide to meet your needs locally and immediately.**

Any questions?

**Call 1300 RICHARD (742 427)**



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