

2026 CLA Excellence In Laundry

Built to Evolve – A Laundry Story Panel Session

Hosted By:

Mike Floyd: President-Continental Laundry Solutions (CLS)

Ed Ziegler: Senior Regional Sales Manager-CLS

Paul Hansen: President-Mr. Sudsy Laundromat Consulting and Coaching

Joel Jorgensen: Vice President of Sales-CLS

Tyler Willman: Regional Sales Manager-CLS



2026 CLA Excellence In Laundry

Built to Evolve: “A 5-Decade Laundry Story”

Presenters:

Mike Floyd-CLS: **Circa -1983**

Ed Ziegler-CLS: **Circa – 1981** (April Fools Day)



Built to Evolve

A “5-Decade Laundry Story”: 1980’s-Single Dryer, Top-load’s



Built to Evolve

A “5-Decade Laundry Story”: 1980’s-When Laundry was FUN!



Built to Evolve

A “5-Decade” Laundry Story: 1990-2010’s - Capacity, Stacks



Built to Evolve

A “5-Decade” Laundry Story: 2020’s-Attended, Technology, Services


Continental
LAUNDRY SOLUTIONS



2026 CLA Excellence In Laundry

Built to Evolve: “The Vended to Commercial Evolution”

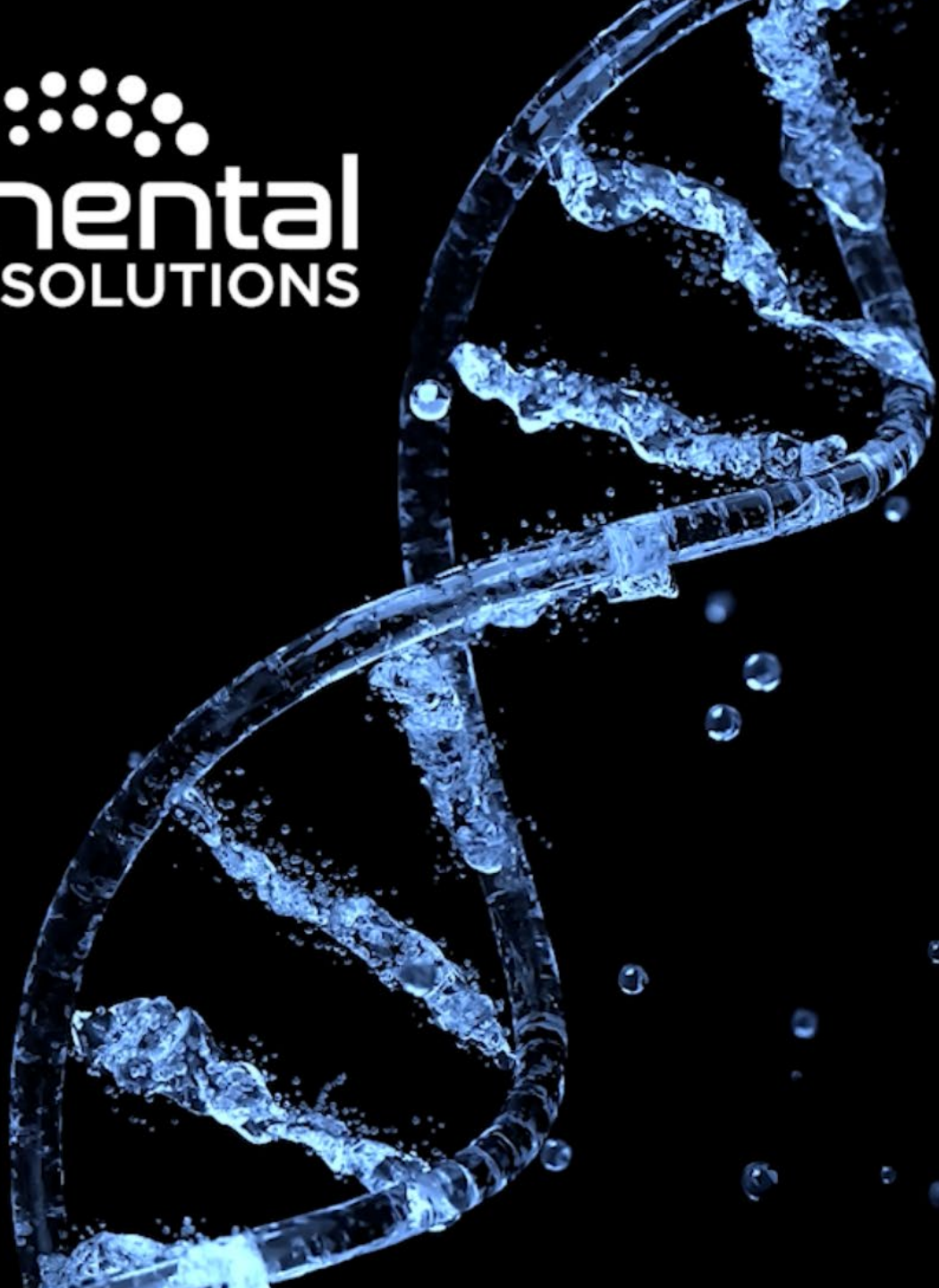
Presenter: Joel Jorgensen-CLS



GIRBAU
COMMERCIAL


Continental
LAUNDRY SOLUTIONS

The Vended to Commercial Evolution



Where are you today?

**Existing store,
considering my options**





Where are you today?

Existing store, considering my options.

**Have stores,
building more or
new to the business**



Where are you today?

Existing store, considering my options

**Have stores, building more
or new to the business**

**I'm ready to build out
a commercial plant**

The market evolution is not new to vended stores...



The market evolution is not new to vended stores...



DRY ONLY SERVICE
WE DRY YOURS!
The best you can have in your clothes machine. We give them to you and come back to you to get them done for you.

DRY CLEANING SERVICE
DRY DRY OF A KIND!
Soak in the machine for 15 minutes and you'll have your clothes clean and ready to go.

Welcome to
EXPRESS LAUNDRY CENTER.
We're glad you're here!

NEW STORE HOURS
Our hours of operation are now:
Monday - Friday: 10am - 8pm
Saturday: 10am - 6pm
Sunday: 10am - 6pm

WASH
Washing instructions and symbols.

WASH
Washing instructions and symbols.

We are not responsible for lost, stolen or damaged articles.
No guarantee responsibility for articles returned in service.



Phased Growth to Expanded Services



1

Launch Wash, Dry & Fold Services



2

Expand into Commercial Account Work



3

Install On-Premise Washers & Dryers



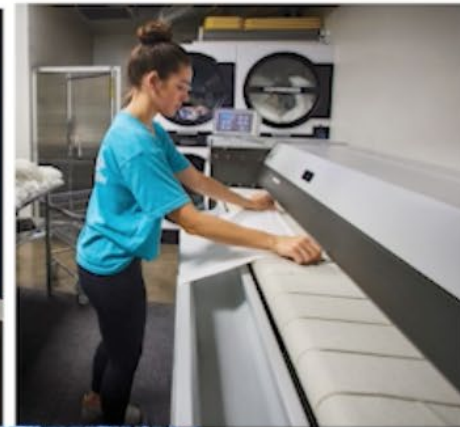
4

Add a Flatwork Ironer

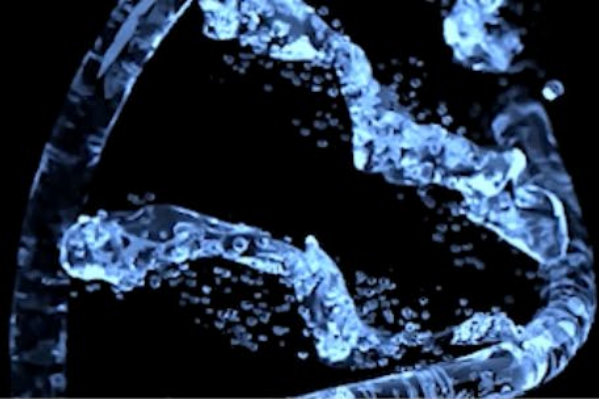


5

Establish a Commercial Laundry Plant



Phased Growth to Expanded Services



1

Launch Wash, Dry & Fold Services



2

Expand into Commercial Account Work



3

Install On-Premise Washers & Dryers



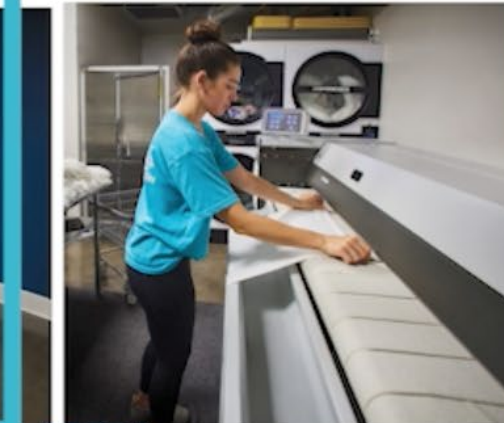
4

Add a Flatwork Ironer



5

Establish a Commercial Laundry Plant



Phased Growth to Expanded Services



1

Launch Wash, Dry & Fold Services



2

Expand into Commercial Account Work



3

Install On-Premise Washers & Dryers



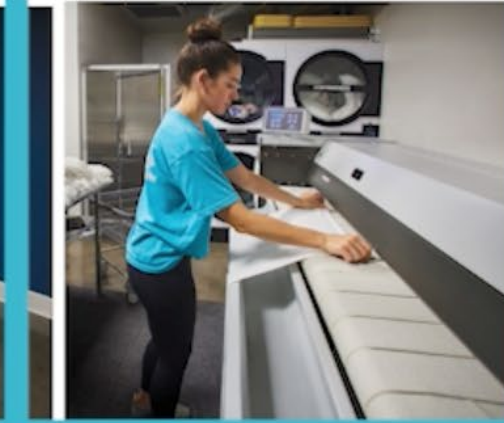
4

Add a Flatwork Ironer



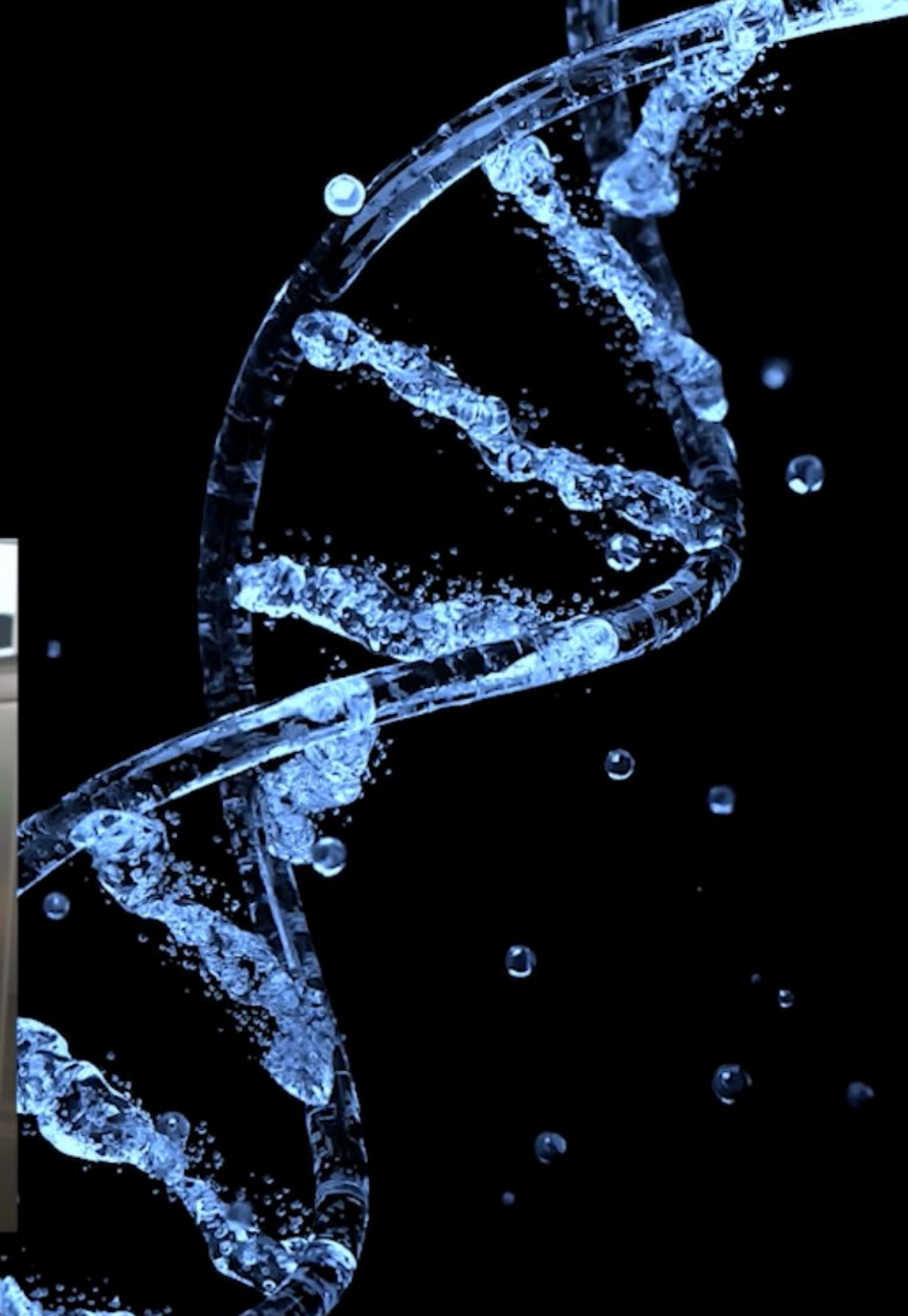
5

Establish a Commercial Laundry Plant



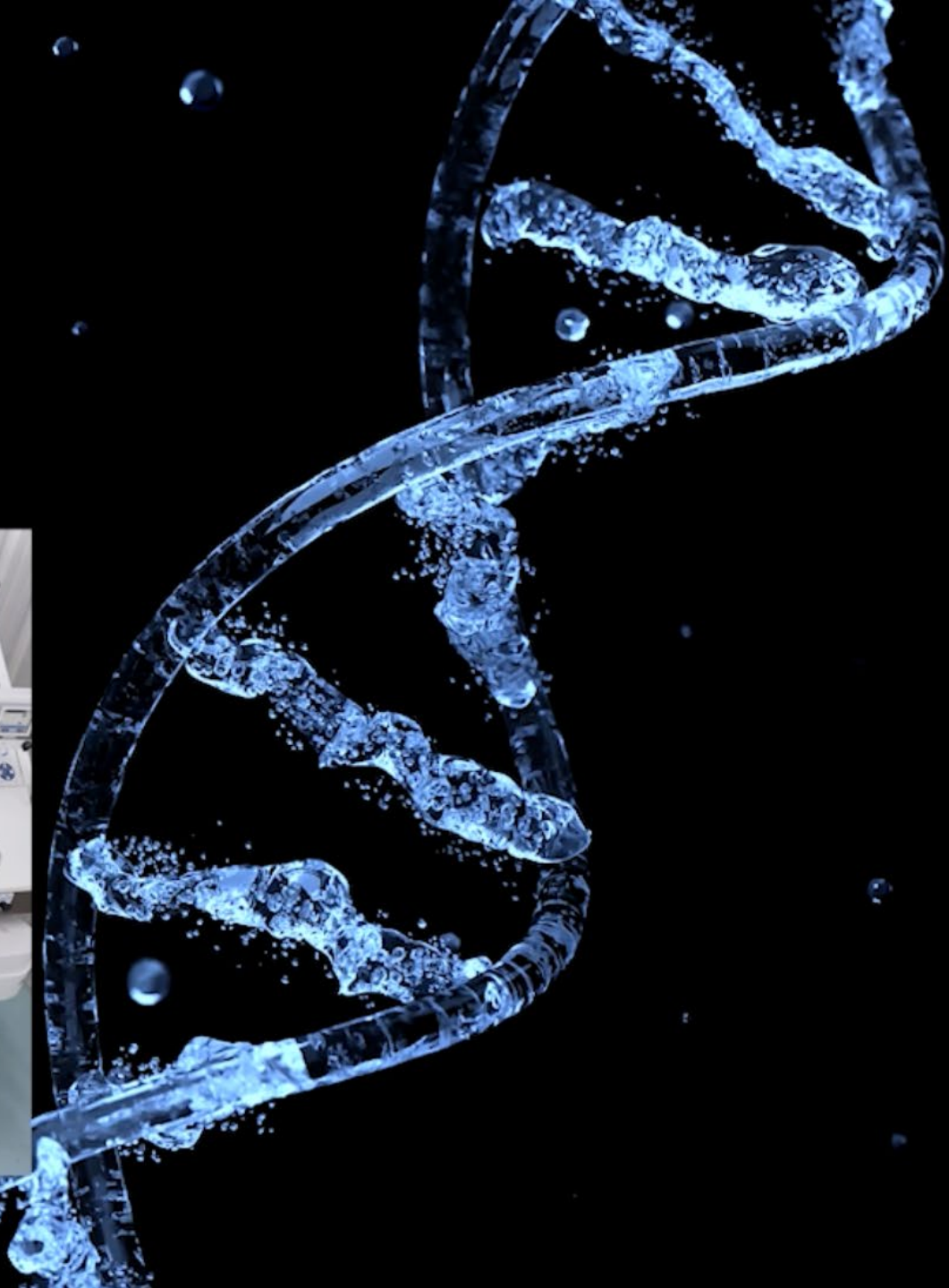
Phase 3

Install On-Premise Washers & Dryers

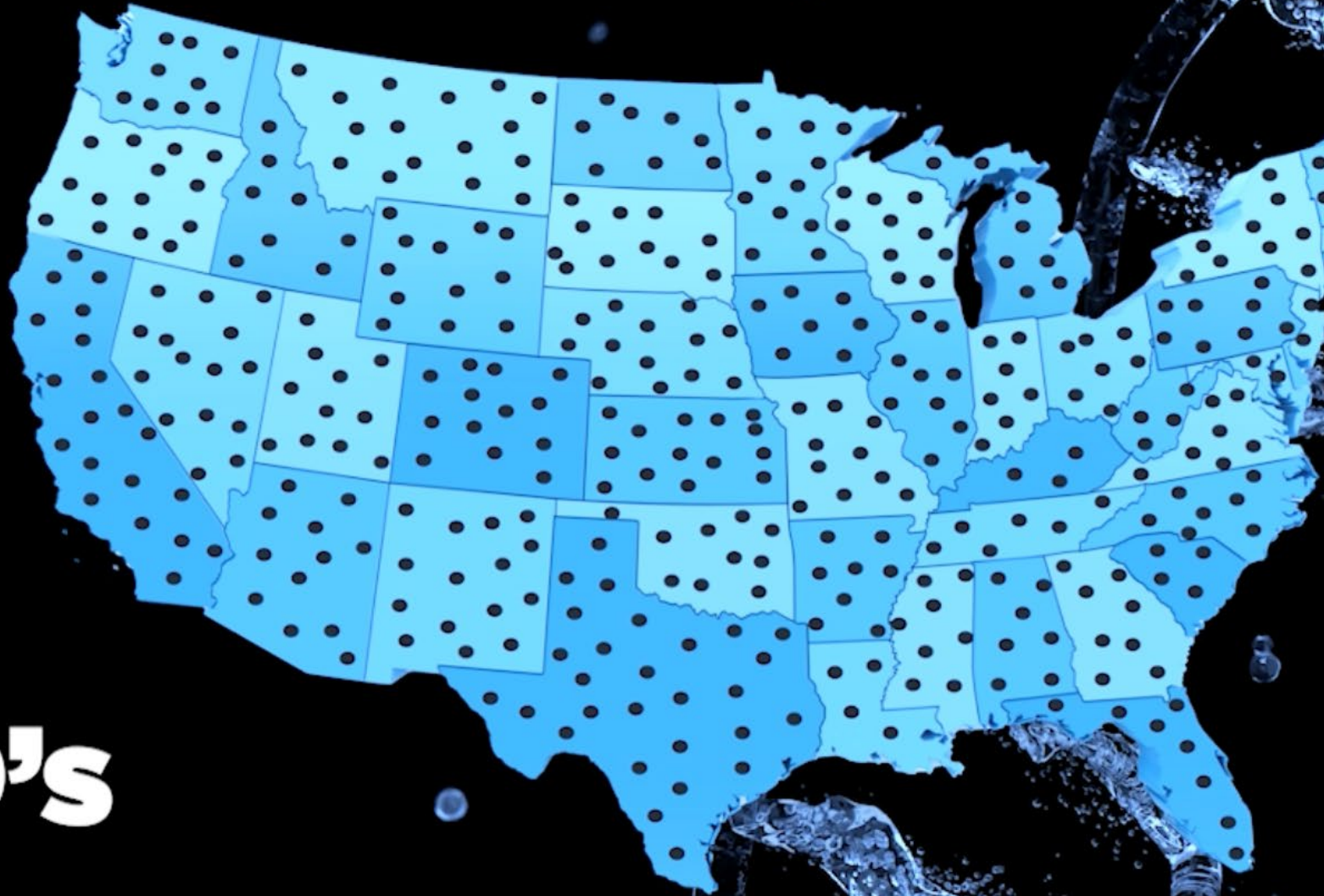


Phase 4

Add a Flatwork Ironer

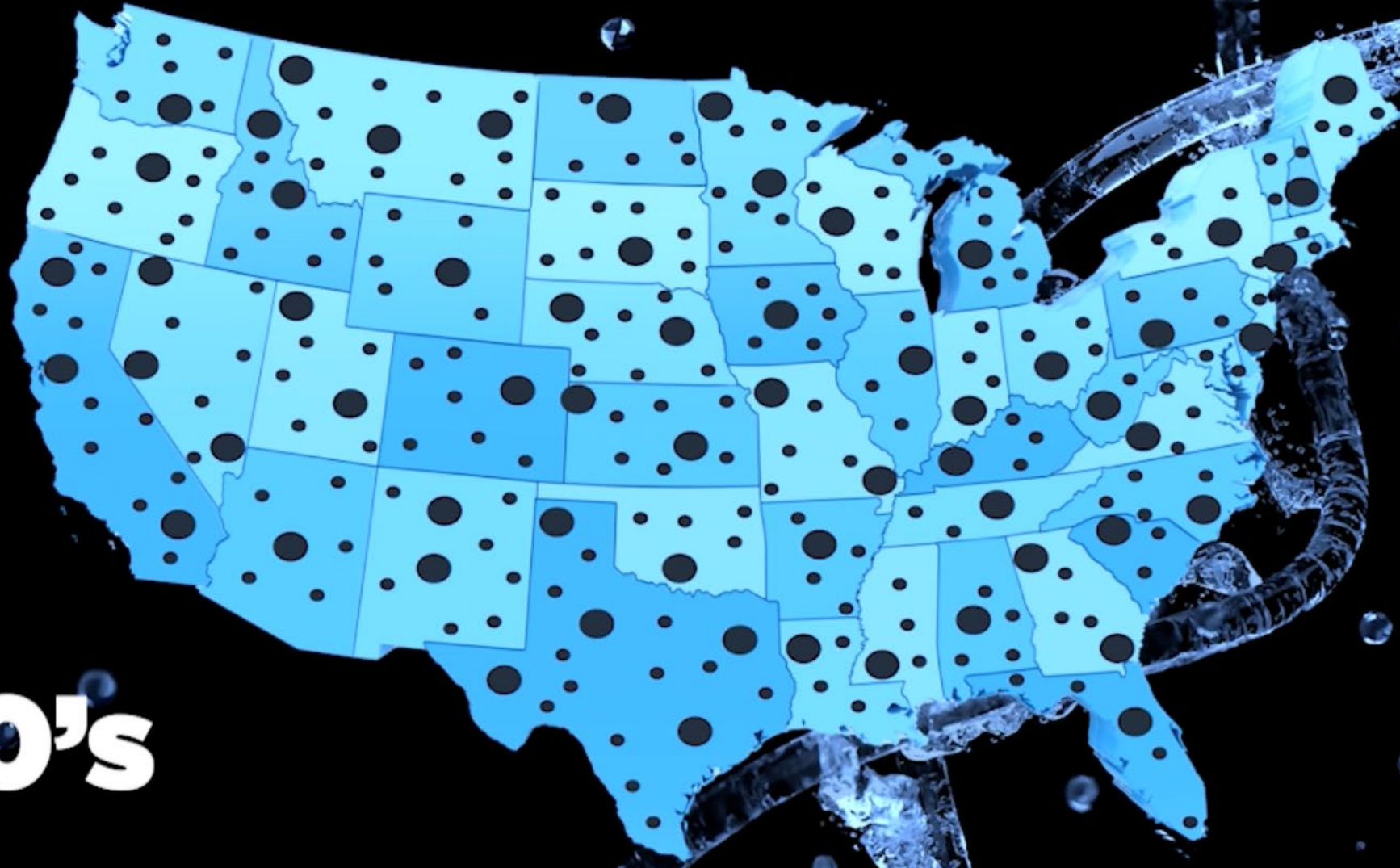


Evolution - Vended to Commercial Opportunities



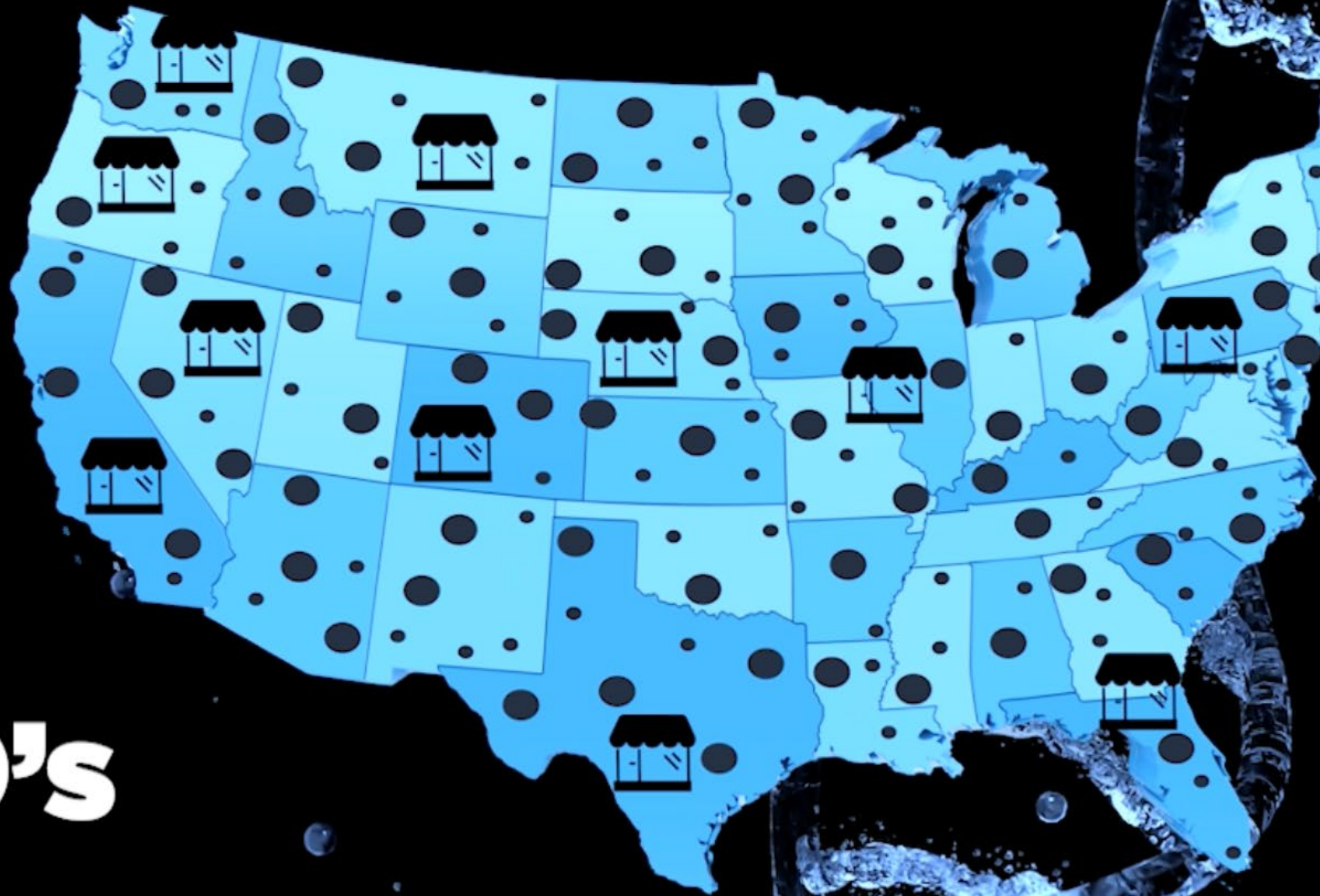
1990's

Evolution - Vended to Commercial Opportunities



2000's

Evolution - Vended to Commercial Opportunities



2010's

Evolution - Vended to Commercial Opportunities



2026

Evolution - Vended to Commercial Opportunities

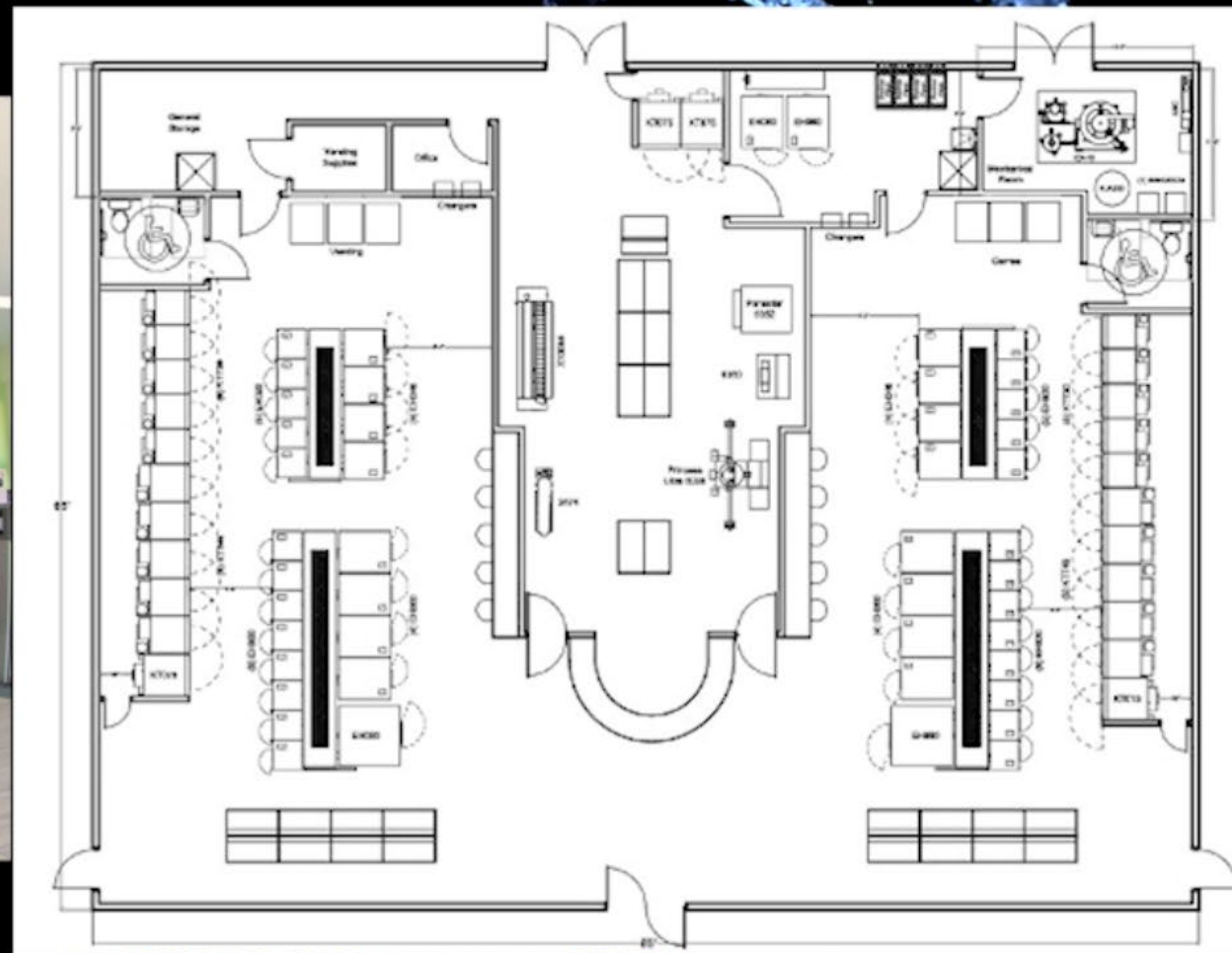
ServiceMASTER
Restore

PAULDAVIS

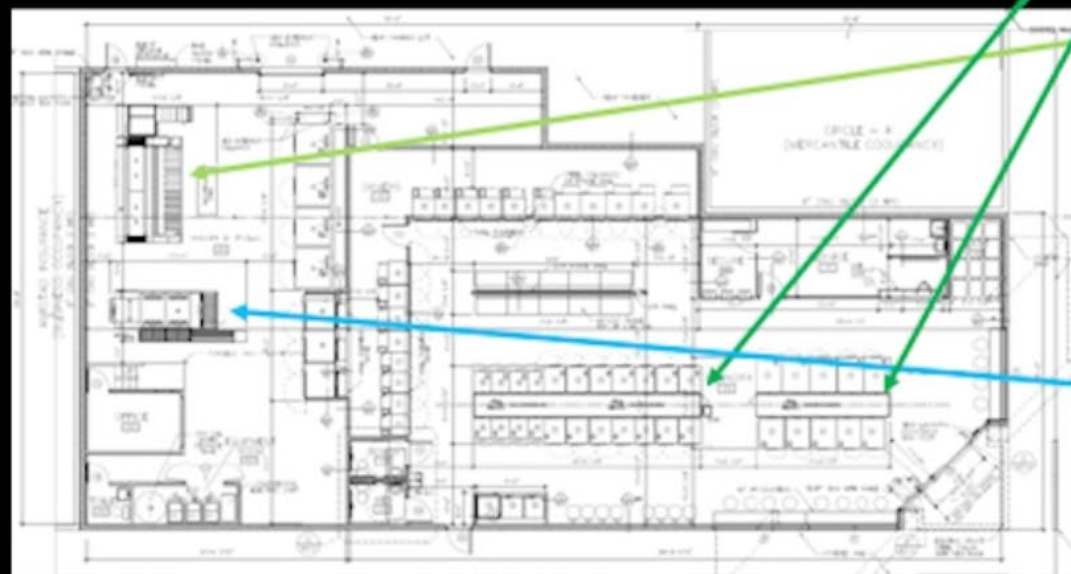
vrbo

 **airbnb**

Evolution - Vended to Commercial Opportunities



Evolution - Vended to Commercial Opportunities



WASH

WASH

LAUNDRY+



12:24

CONTINENTAL
WASH
WASH

CONTINENTAL
WASH
WASH

CONTINENTAL
DETERGENT GUIDE
WASH
WASH
WASH
WASH
WASH
WASH

↑ Optimum Fill Level ↑

↑ Optimum Fill Level ↑

↑ Optimum Fill Level ↑

Phase 3

Install On-Premise Washers & Dryers



Enter access code

••••

1

2

3

4

5

6

7

8

9

✕

0

✕

Accept

The Vended to Commercial Evolution



The Vended to Commercial Evolution



The Vended to Commercial Evolution



The Vended to Commercial Evolution



GIRBAU
COMMERCIAL

Continental
LAUNDRY SOLUTIONS

ONEPRESS
INDUSTRIAL FLATWORK IRONERS

SPORTS
LAUNDRY SYSTEMS

EXPRESS
LAUNDRY CENTER

POSEIDON
TEXTILE CARE SYSTEMS



GIRBAU
INDUSTRIAL

Continental
LAUNDRY SOLUTIONS



Partner with

GIRBAU


Continental
LAUNDRY SOLUTIONS



2026 CLA Excellence In Laundry

Built to Evolve: “The Genius Evolution”

Presenter: Tyler Willman-CLS



GIRBAU
COMMERCIAL


Continental
LAUNDRY SOLUTIONS

The GS Evolution



One washer to fit all
solutions. **It's Genius!**



**Now Available in
90lb. & 130 lb. Capacities!**

Select program

Add extras

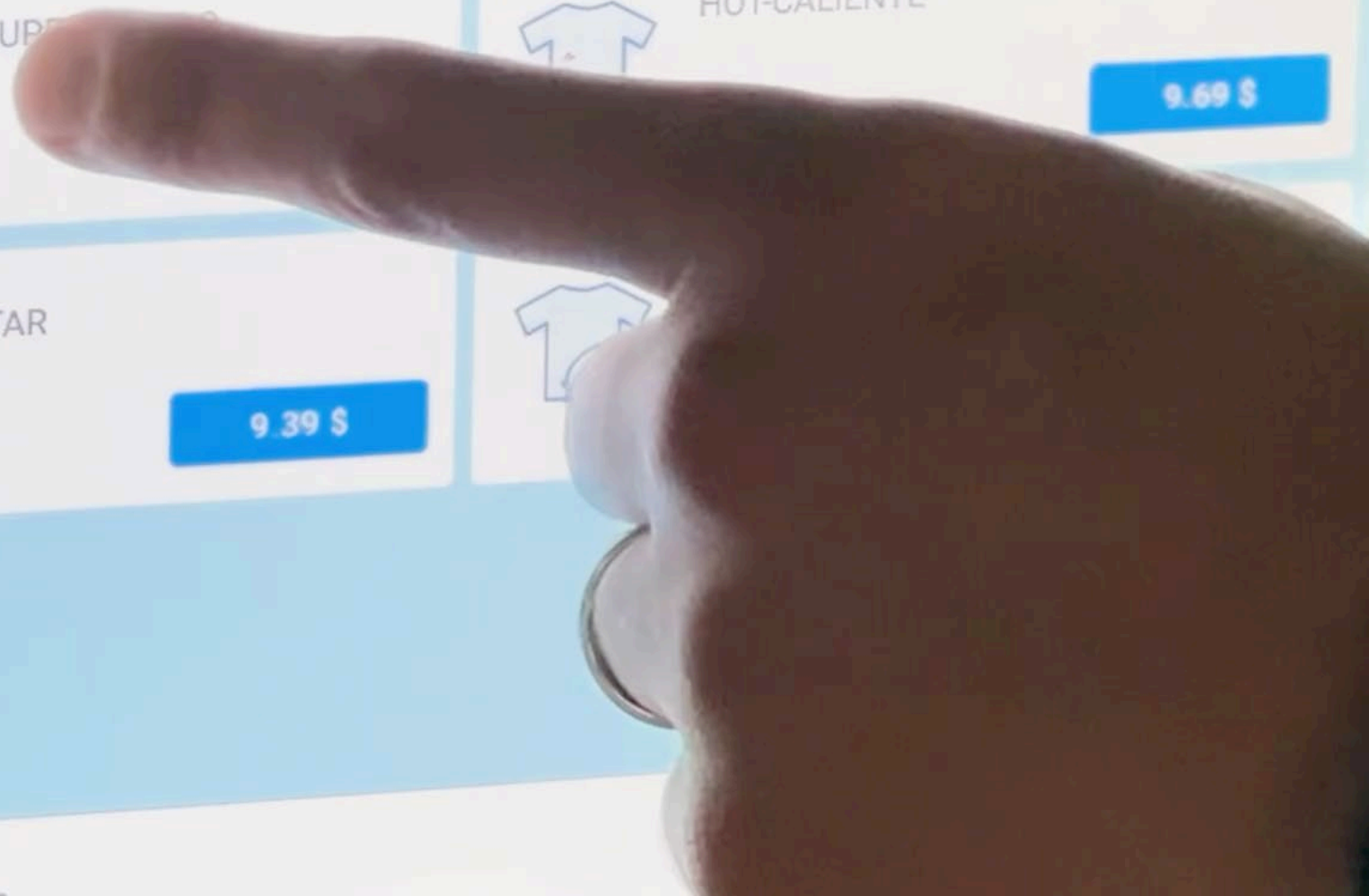
Payment

Wash



SUPERWASH-SUP

🕒 19 min.



HOT-CALIENTE

9.69 \$



WARM-CALENTAR

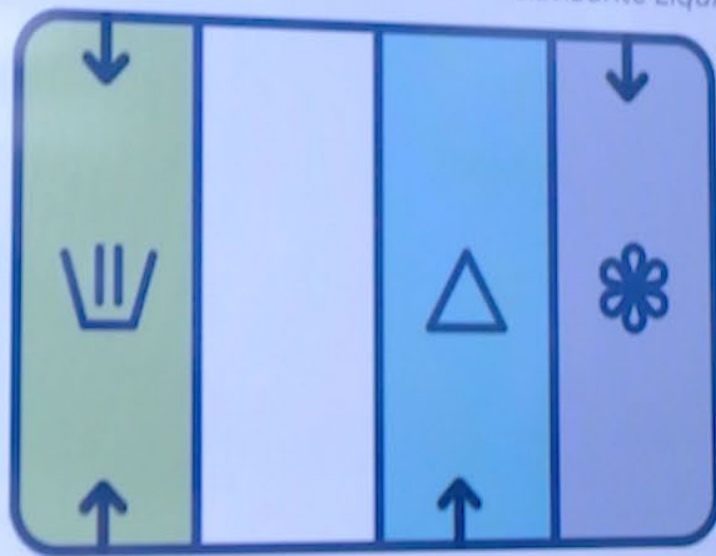
🕒 15 min.

9.39 \$

DETERGENT, BLEACH, AND SOFTENER GUIDE

DETERGENT
Detergente

LIQUID SOFTENER
Suavizante Líquido



POWDER BLEACH
Blanqueador Polvo

LIQUID BLEACH
Blanqueador Líquido

Put recommended amounts of detergent, bleach, and softener into compartments. Use less for small loads. Use half of the recommended amounts for concentrated 2x products.

Coloque las cantidades recomendadas de detergente, lejía y suavizante en los compartimentos. Use menos para cargas pequeñas. Utilice la mitad de las cantidades recomendadas para productos concentrados 2x.



DETERGENT GUIDE

guía de detergente



2 LOAD WASHER
lavadora de dos cargas

1/4 cup or 1 pods 1/4 taza o 1 pods



6 LOAD WASHER
lavadora de seis cargas

1/4 cup or 1 pods 3/4 taza o 3 pods



4 LOAD WASHER
lavadora de quatro cargas

1/2 cup or 2 pods 1/2 taza o 2 pods



8 LOAD WASHER
lavadora de ocho cargas

1 cup or 4 pods 1 taza o 4 pods

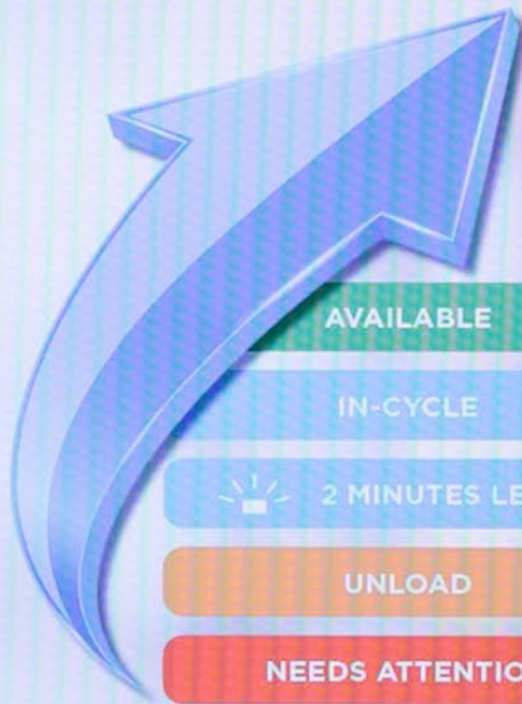
GIRBAU

of others.
sent to
emptly



LOTHES
TLY EXPRESS
LAUNDRY CENTER

What
do my
lights
mean?



AVAILABLE

IN-CYCLE



2 MINUTES LEFT

UNLOAD

NEEDS ATTENTION

GIRBAU

of others.
ent to
mpty



**LOTHES
TLY** EXPRESS
LAUNDRY CENTER



EXPRESS
LAUNDRY CENTER®

We're glad you're here!



EXPRESS

GIRBAU

GENIUS 3.0





THE MACHINE RECEIVES THE UPDATE VIA WI-FI

Partner with

GIRBAU
COMMERCIAL


Continental
LAUNDRY SOLUTIONS



2026 CLA Excellence In Laundry

Built to Evolve: “3rd Generation Owner/Operator”

Presenter: Paul Hansen – Mr. Sudsy Laundry Consulting and Coaching



Built to Evolve

3rd Generation Owner/Operator: Mr. Sudsy Consulting & Coaching



- CEO/Founder: Su Nueva Lavanderia Laundromats – 30+ years
- CEO/Founder: Drop and Dash Laundry Service
- Board Member & Former CEO – Laundry Growth Partners, LLC
- CLA - 2016 Member of the Year for Leading Illinois Tax Mitigation
- CLA Board of Directors – Current
- Laundry Cares Board of Directors – Current
- CEO/Founder – Mr. Sudsy Consulting and Coaching
 - Business Strategy
 - Acquisitions & Growth Consulting
 - Operations & Finance
 - Design and Build
 - Laundromat Renovation
 - Store Valuation
 - Laundromat Technologies

2026 CLA Excellence In Laundry

Built to Evolve – A Laundry Story Panel Session

Open Panel: “No Question is Off-Limits”

Mike Floyd: President-Continental Laundry Solutions (CLS)

Ed Ziegler: Senior Regional Sales Manager-CLS

Paul Hansen: President-Mr. Sudsy Laundromat Consulting and Coaching

Joel Jorgensen: Vice President of Sales-CLS

Tyler Willman: Sales Manager-CLS



Thank you!

Any Questions?

