



 **Richard Jay**
We know how

WELCOME TO RICHARD JAY

Our family-owned Australian business launched in 1969 as a single laundromat in Adelaide. Since then, we've grown into an internationally recognised corporation providing laundry, warewashing and chemical dispensing solutions for hospitality, healthcare, government and community operations of all sizes.

When people think of Richard Jay, they think of industry experts who are knowledgeable, reliable, energetic, safe and truthful. Our business has embodied these values since we first launched all those years ago.

No matter how much we grow and evolve, Richard Jay will continue to be guided by these values for as long as we're in business.

We have an impressive history because we have always looked ahead and embraced new technologies. With the future in mind, we adopt sustainable practices at all levels of the business.

We are continuously identifying new ways for our clients to reduce their environmental impact and utility costs, as well as ways they can simplify and streamline their laundry and warewashing processes.

We know how

OUR NATIONAL FOOTPRINT

Richard Jay is truly a national company. With offices and warehouses in every state, we have the capacity to serve our clients better.

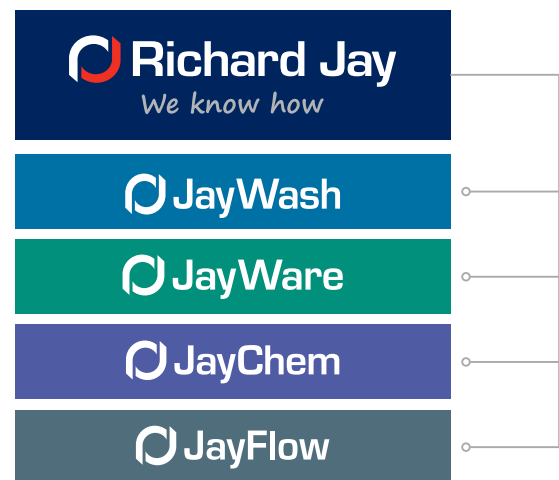
We alone are equipped to meet their delivery and servicing needs locally and immediately. As an Australian-owned company, all our profits stay in Australia.



OUR DIVISIONS

Our service divisions and product ranges fall under the main umbrella of the overarching Richard Jay brand.

Today, Richard Jay has four distinct product and service divisions: JayWash (commercial laundry), JayWare (warewashing), JayChem (detergents, fluids, granules and beads) and JayFlow (Brightwell dispensers, wet wipes and Connect Machines 2 Web technology).



OUR SOLUTIONS

At Richard Jay, we understand that every organisation must adhere to specific budgeting requirements. To figure out what payment structure will suit you best, we look at how you work and what you need.



THE POWER OF GIVING

As a family business where relationships are everything, we have strong ties to the communities we operate in. One of our proudest community collaborations is with Orange Sky - the world's first free mobile laundry in a van.

Richard Jay partnered with Orange Sky as a major founding sponsor in 2014, knowing all too well how freshly laundered clothes can make a person feel that little bit better and brighter about the future.

The concept fitted with our core belief that all Australians deserve freshly laundered sheets on their beds and clean clothes to wear.





RICHARD JAY WAREWASHING

JayWare by Richard Jay delivers fresh and innovative warewashing solutions from Australia's trusted name in commercial laundry.

At Richard Jay, our high-quality warewashing machines are designed and manufactured in Italy to the exacting standards European appliances are renowned for throughout the world.

Our aim is to provide only the highest quality, most advanced solutions at competitive prices, structured in a way that suits you best. Whether our clients are from the hospitality, healthcare, aged care or entertainment and leisure sectors, we can help. **We know how.**

OUR EQUIPMENT

We select only the highest-performing machines to deliver premium results. From the latest and greatest warewashers that wash as well as store your wares to simple glass-washing machines that provide sparkling, hygienic results in a flash, Richard Jay supplies the industry's best.

We can recommend and have in stock a range of:

- Undercounter professional dishwashers
- Hooded machines with advanced features
- Innovative wash & store machines



RICHARD JAY CHEMICALS

As the trusted name in commercial laundry and warewashing, Richard Jay also provides a full range of high-performing chemicals. Our JayChem range is geared towards safety and sustainability. This is part of Richard Jay's broader commitment to care and exceptional service.

EXTENDED RANGE

Richard Jay provides a full range of high-performing detergents, fluids, granules, beads, and other related accessories for use in commercial laundries, professional kitchens, and janitorial cleaning requirements.



OUR FLAGSHIP DIVISION

JayWash is Richard Jay's original commercial laundry division – the backbone of our award-winning business. Our marquee service encompasses all Richard Jay commercial and industrial laundry solutions, including premium machinery from global brands and installation, breakdown repairs and maintenance.

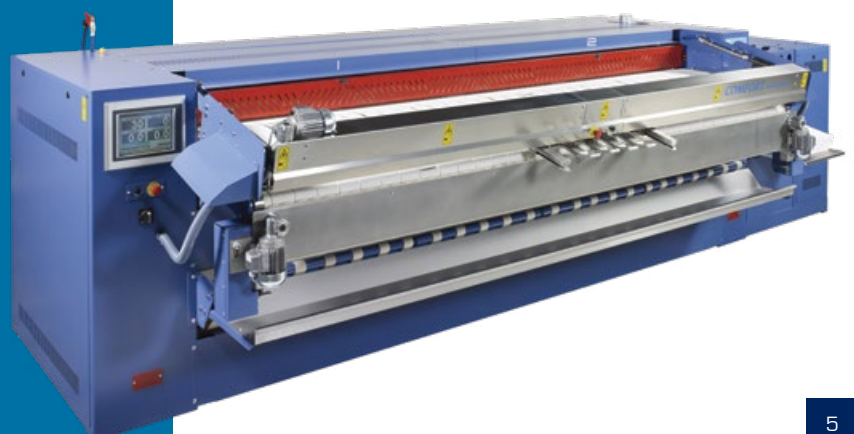
We understand that, day after day, our clients need to put clean sheets on beds and deliver freshly laundered clothes. Working with Richard Jay makes this process smooth and satisfying.

Fifty years in the laundry industry has given Richard Jay experience in every commercial laundry setting. As specialists in the field, our network of staff are knowledgeable experts who are trained to assess your needs and recommend solutions.

OUR MACHINES

We provide our clients with a complete range of laundry equipment:

- Coin Operated
- Commercial
- Industrial
- Barrier Laundries
- ReNew Ozone
- Roller, Cylinder & Chest Ironers
- Finishing Equipment
- Feeding & Folding Systems





AFTER SALES CARE

The Richard Jay national after sales care centre is your first port of call for machinery, breakdown service representative contracts and Australia's largest inventory of spare parts.

We are the only truly national provider in the industry with a team of service technicians across Australia who can assist with your servicing requirements to maintain optimum performance and extend the life of your machinery.

Our experienced service coordinators will arrange for prompt visits from our expert technicians. These fully trained technicians operate nationwide to perform your new machinery installation, maintenance servicing and breakdown repairs.

Preventative Maintenance on your machinery is important to maximise performance and laundry output, as well as assisting with your accreditation agreement. We can tailor a Preventative Maintenance Agreement (PMA) as per manufacturer recommendation.

This option is available for all major machinery brands. Preventative Maintenance includes: component checks, maintenance operation checks, health and safety checks, discussing equipment operation and verifying infection program.



WHO WE SERVE

Richard Jay is strictly a business-to-business company supplying commercial and industrial-capacity solutions for laundry and warewashing.

Our customer base is large and extremely diverse. We are privileged to work with some of the country's largest and most well-known institutions, as well as government and privately owned business community organisations.

Most of our business fits into the hospitality, healthcare, defence, laundrette, commercial laundry and re-sale sectors. Whatever type of service our clients provide, we understand what's required across **laundry, warewashing, dispensing and chemicals** to achieve optimum performance and exceed hygiene standards.

Given our long-term financing solutions and the reality that purchasing equipment outright is a significant investment for a business, Richard Jay often forms relationships with business owners directly and mid-high level procurement officers.



OUR ALL-INCLUSIVE SUBSCRIPTION SOLUTION



JayWay is our all-inclusive subscription service that covers all your laundry and warewashing requirements. Over the term of the JayWay contract, you pay just the one monthly fee calculated per day and whichever itemised option is best suited to your facility.

You choose to pay per:



**NEW
MACHINERY**



DISPENSERS



CHEMICALS



REPORTS



**SPARE
PARTS**



**EMERGENCY
BREAKDOWN**



MAINTENANCE



SUPPORT

ALL-IN-1 SERVICE, SO MANY BENEFITS

- ✓ 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)



FLEXIBLE SOLUTIONS

Richard Jay understands that all organisations, facilities and businesses have different needs and budgeting requirements that must be kept in balance. We offer a range of flexible payment options encompassing machinery & equipment, servicing, spare parts and accessories.

CapitalPlus

Our Capital Plus service is a cost-effective agreement that is also tax deductible. You receive access to brand-new machinery as well as breakdown servicing for one regular monthly payment, for a fixed term.

An agreement between partners

Capital Plus is 100% company-owned with no third-party financial institutions involved. Machine upgrade options are also available.



**BUDGETING
CONTROL**



**NO CAPITAL
OUTLAY**



**IN-HOUSE
FINANCE**



**UPGRADE
OPTIONS**



**TAX
DEDUCTIBLE**



**HIGH-
QUALITY
EQUIPMENT**



**BREAKDOWN
SERVICING**



**FLEXIBILITY
TO GROW**

WHY PAY THIS WAY?

- ✓ Upgrade to new machinery sooner
- ✓ Breakdown service included
- ✓ Budgeting control
- ✓ Latest technology
- ✓ Reduce outgoings
- ✓ In-house finance, no 3rd party
- ✓ Upgrade options
- ✓ Tax deductible
- ✓ No capital outlay





CHANGING THE WAY YOU THINK ABOUT DISPENSING CHEMICALS AND MACHINE OPTIMISATION

BRIGHTWELL

REVOLUTIONARY DISPENSING SOLUTIONS

SOURCING THE WORLD'S BEST

Our chemical distribution clients and their end customers (hospitals, schools, hotels and commercial cleaning customers, for example) benefit from Brightwell's low-maintenance designs, durability and simple functionality.

Wet wipes for dispensing solutions

Richard Jay also provides a range of hygienic and handy Wet Wipes for use in our Brightwell dispensing systems. Excellent quality and value for money, these Wet Wipes are a popular staple for large groups and chain businesses, including supermarkets, service stations and child care centres.



Since 2006, Richard Jay has partnered with manufacturers such as Brightwell in the UK to supply our clients with advanced dispensing solutions. These include:

- Laundry dosing
- Warewashing dosing
- Washroom (soap & paper dispensing)
- Proportioning (chemical dilution)



CONNECT MACHINES 2 WEB (CM2W) TECHNOLOGY

Richard Jay offers revolutionary Connect Machines 2 Web (CM2W) technology to help distribution businesses maximise value and save significantly on maintenance costs.

It is specifically designed with chemical dispensing in mind. CM2W pairs with dispensing solutions for industrial and commercial laundry and warewashing machinery.

Features for clients and equipment owners include:

- Validated, proven chemical dosing
- Real-time alerts and notifications
- Automatic pump calibration, self-diagnosing, precise and constant dosing
- Compatible with almost any dispensing system
- Multi-layered user access

What this means for you and your clients

- Cost savings from less downtime
- Far less maintenance required
- Quick response times
- Access remote reporting
- Access real time data
- Conduct analysis based on accurate data
- Pump tube life can be extended by up to 50%
- Decreased site visits



Contact our team for more information.
Our experts operate nationwide to meet your needs
locally and immediately.

Call 1300 RICHARD (742 427)

www.richardjay.com.au

BRISBANE - SYDNEY - MELBOURNE - ADELAIDE - PERTH



A family
owned
Australian
business
est. 1969