



ISO 9001:2015 Certified
Quality Management System

Project Management





Welcome to G. A. Braun Inc.,
your solution provider
for Consultative Design,
Technology, Operational
Efficiency and Support Services.

Since 1946 we have
revolutionized the laundry
industry with our innovative
product designs, unique service
programs and dedicated
customer care.

In 2005, we became the first laundry equipment
manufacturer in the United States to achieve
ISO Certification. ISO (International Organization for
Standardization) is world's largest developer of quality
standards. These standards contribute to making the
development, manufacturing and supply of products and
services more efficient, safe, and cleaner.

We appreciate the opportunity to present our project
management program and process. As you consider
a long-term relationship between Braun and your
organization, we encourage you to carefully weigh
the important resources and capabilities that clearly
distinguish us from our competition.





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OUR PRINCIPLES

Our Vision is to be the industry leader in providing value added solutions to our customers through the design, build and manufacture of “smart” laundry and textile equipment and support services.

Our Quality Policy is to partner with our suppliers and develop a continual improvement culture within our organization. We are committed to providing our customers with industry-leading quality products, consultative and technical support services that meet their requirements and enhance their level of satisfaction.

Our Commitment to Excellence

Excellence is to add value to our customers through every point of contact. Effective Communications. Project Management. Facility Design. Innovative Engineering and Technology. Focused Manufacturing Strategy. Support Strategy (Proper Capital and Operating Expense). Delivery (Speed to Market). Total Quality. Ongoing Customer Service.



G.A. Braun is the only USA based full-line manufacturer of quality washing, drying, and finishing equipment.



PROJECT MANAGEMENT OVERVIEW

At the onset of every new project a Project Management Team is assembled to gain a better understanding of your laundry processing needs, inclusive of your budgetary restraints, timeline and return on investment. Our team(s) consists of a project manager and a field operations supervisor, as well as a number of additional professionals with the appropriate expertise. Your project, whether a single point solution or the construction of a new laundry plant, receives top priority. We aim to redefine customer support and satisfaction by developing a strategic partnership at the very beginning of the project.

Most projects fall into two categories: expansion and renovation/retooling. These projects are the most complex, given the need to execute safety as well as to maintain optimum levels of production during the project implementation activity. We recognize a balance must be made between supporting existing processing requirements and the project implementation.

We understand these unique challenges and partner with our clients to execute equipment installation projects in the safest and most cost-efficient manner possible.



During site assessments of existing facilities, be it healthcare, linen, or industrial plants, many operations are in older buildings with limited space to expand. Often, future expansion and strategic growth were not taken into consideration with the initial facility layout. Floor space is always a precious commodity in a laundry facility.

We have encountered batch tunnel washer systems set into building corners leaving minimal, if any room to expand production capacity or replace aging equipment. We have seen building additions added on over time to accommodate new equipment to process additional capacity. Plants that have expanded in this manner tend to resemble complex “jigsaw puzzles” due to the multiple expansion efforts that were not positioned well to support the needs of future growth.



We place significant emphasis on designing processing solutions that will afford the operator the ability to grow without the added capital expenditures for the “concrete & steel” necessary to construct additional operating space. We find it important to take into consideration future growth by allocating operating “space” for additional machines. We will typically illustrate the placement of additional machines in the design as this approach provides a clear understanding where future equipment is to be installed and integrated. Much of the time expended during the laundry design process is determining the current and future production requirements, the most efficient way to process the goods, and the optimal fit of the equipment.



When dealing with renovation or retool projects, the Braun Project Management Team will focus on compiling courses of actions and execution plans, which will allow the equipment to be installed safely and with minimum disruption to existing production operations. Work at times may need to be completed during off-shift hours and/or on weekends. We will prepare and provide all the equipment specifications and the utility connection details to the MEP contractors to allow for the pre-fabrication of ductwork, electrical and piping to expedite the project schedule.



We believe in a thorough plant analysis and comprehensive approach, taking into consideration all future business objectives before we implement an expansion and equipment solution. Our objective is to be part of the client's strategic business planning process so that our design allows the client the greatest value today, and well into the future as business grows.

It is vital to understand the process flow, to confirm equipment is placed in a configuration that optimizes material handling while the phases of the process are sequenced around the client's production operations. After each phase, an "after action review" is conducted and if necessary, adjusted before going forward. This allows for the most efficient plan of execution.

The breadth of Braun's experience ranges from single point solution installations to on-premise laundry facility projects. Projects include; new construction of complete laundry plants, multiple automated Batch Tunnel Washer facilities,

and high-volume textile finishing operations. We complete over 150 projects annually. And our professional staff has the most extensive applications knowledge for today's laundering technologies.

The Braun Project Management process begins as soon as a potential new construction or design project is presented. Through a series of internal review meetings, we obtain a thorough understanding of the specification requirements and the capabilities of the proposed equipment for effective laundry processing.

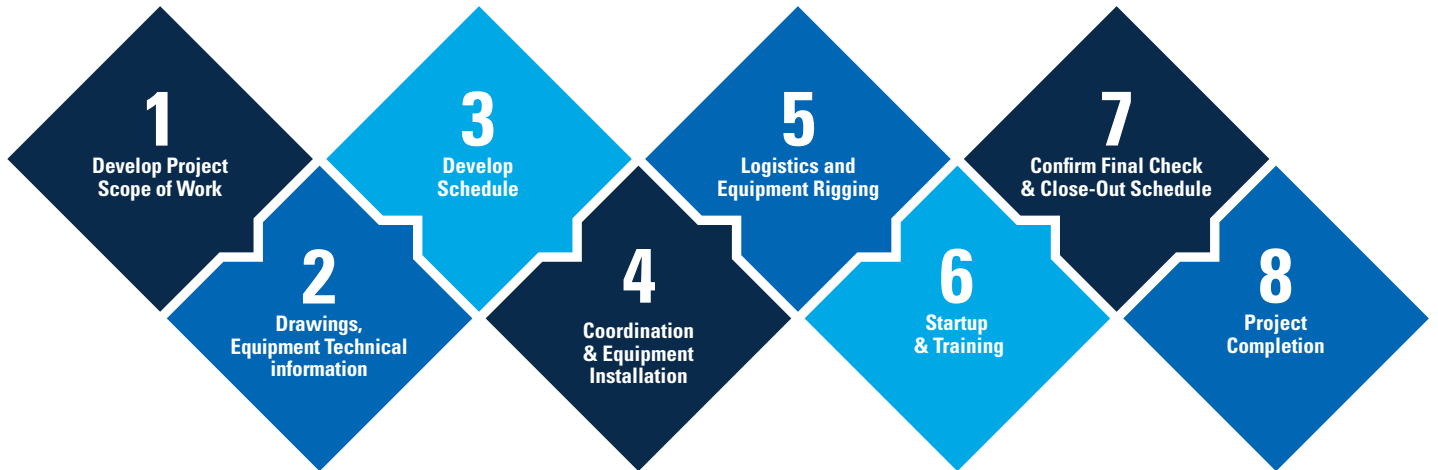
We partner with general contractors, construction managers, architects, and engineering firms to provide comprehensive solutions to the most challenging and complex laundry projects. A project Gantt chart is developed for all post-award phases of activity including drawing/submittal documentation reviews, construction, equipment installation, and final commissioning. Using tracking tools and the selection of qualified third-party partners, Braun has a proven history of successfully executing all construction projects.

As demonstrated over the years during numerous concept and preliminary designs of projects, the Braun Project Management Team has worked very closely with client project teams to determine; laundry operation space requirements, final equipment density, effective size of the utility systems (compressed air, dryer ductwork, electrical, natural gas, steam, water, etc.), and effective interface with material handling providers (conveyors, rail systems, sorting systems etc.) to incorporate these systems into the laundry design.





OUR PROCESS



After the project is awarded the Project Management Team collaborates directly with the client and partners to:

- 1** Develop project scope of work, conduct project work-in-process activities, and on-going reviews.
- 2** Compile the submittal drawing packages as well as all the equipment technical information.
- 3** Develop delivery, installation, and commissioning schedules.
- 4** Schedule equipment installation coordination (contractors, third party equipment manufacturers, service technicians) to ensure that equipment installations proceed smoothly and are properly executed.
- 5** Design, develop and supervise the ideal site access path and sequence for equipment rigging activities.
- 6** Coordinate definition, scheduling of commission, startup, and training implementation & process optimization.
- 7** Confirm final check and close-out schedule, timeline, approvals, and processing.
- 8** Review final documentation-vendor lists, O&M manuals, training sign-off sheets.

The success of the Braun Project Management Team can be found in our many Project Spotlight articles and client testimonials.

PROJECT SPOTLIGHT

Vantage Healthcare Linen



OUT WITH THE OLD



IN WITH THE NEW

When Vantage Healthcare Linen, Erie, Pennsylvania realized the need to replace their 24 year old Braun batch tunnel washing system, dryers, and small piece folders, they looked no further than G. A. Braun, Inc.

Todd Lohr, Vantage Healthcare's Director of Operations, was extremely satisfied with the production of their Braun equipment over the years, as well as his experience with Braun's service and parts organizations. As a result of his experience with Braun, Todd quickly arranged to meet with the Braun team for consultation, and the opportunity to replace his existing equipment.



Braun's design proposal and scope of work was developed under the requirements for retooling the existing laundry operation at Vantage Healthcare Linen and focused on a solution that maximized the use of the allocated facility space and provided the most efficient processing environment. All of this was accomplished while making certain these efficiencies were retained, and in some cases enhanced, as Vantage extended operations and looked to the long-term growth and sustainability of their business.

Braun's approach to integrated project management was leveraged to maintain the project schedule in accordance with the agreed-upon objectives and set forth by Vantage Healthcare Linen. Braun coordinated the equipment delivery and freight loading plan to coincide with the rig-out of the existing equipment and the off-loading of the new equipment. Braun's expertise in equipment rigging was key given the aggressive timeline for project execution. In addition, Braun partnered with an experienced 3rd Party MEP contractor to execute the equipment utility systems installation. The MEP Contractor was responsible for reviewing and validating the existing utility systems in the Vantage Healthcare facility to make certain all were sized accordingly to support the requirements of the new equipment. To ensure the plant did not experience lost

production, work was completed during off-shift hours as well as on weekends. The Braun Project Management Team prepared and provided all the equipment specifications as well as the utility connection overlay to the MEP contractor so fabrication of raw materials to support the installation could be completed in advance to expedite the schedule. All the coordination and planning, including project meeting sessions on-site as well as via teleconference, resulted in a safe and effectively executed retool of the laundry.

The plan was continually reviewed and refined in preparation for the project execution to assure that the provided solution exceeded the level of production and quality expected by Vantage Healthcare Linen.

“Analytical details combined with concise presentation materials are critical so that the business owner can make important strategic decisions. Equally important was adherence to project activity timelines. This was essential to complete Vantage Healthcare’s laundry re-tool on-time and on budget. We also provided a complete ROI analysis which included savings of all utilities, parts and maintenance, labor, and a reduction in linen replacement costs”; stated Cliff Quick, Director of Inside Sales and Project Management, G. A. Braun, Inc.

The team at Braun developed a detailed project activity timeline in coordination with Vantage to determine the appropriate timing and activity for both the installation and training of the staff for all provided equipment. “The facility re-tool required minimal downtime with extremely tight schedules”; stated Quick.

Braun’s equipment solution included a 130 lb. 16 chamber 130 lb. remanufactured Batch Tunnel Washing System, a 130 lb. remanufactured batch press extractor, 150 lb. dual cake elevating/nesting shuttle, 5-each new 300 lb. side-by-side gas system dryers, and 3 new Precision Series Small Piece Folders.

“The remanufactured tunnel looks and functions like new, as does the



“With Vantage Healthcare growing, we know we made the right decision to partner with Braun. The regional sales manager, service, and project management team are A-1”; stated Todd Lohr, Vantage Healthcare’s Director of Operations.

remanufactured press, and we were given a new machine warranty for both!

Our new Braun side-by-side dryers allowed us to add two additional dryers to our layout in the same footprint as the old system. This provided us with the capability to add more processing capacity without taking up more space, and the process is more efficient.

We selected Braun’s Precision Series Small Piece Folders because of their durability, speed, and ease of maintenance. Braun was able to put three machines where their competitors could only fit 2, and those were not capable of the production rates for healthcare items as the Braun machines are.”; added Lohr.

Braun’s ultimate goal is to complete value-adding projects on-time and on-budget, in line with the goals and expectations of our client partners through comprehensive analysis, consultation, design, and installation.



PROJECT SPOTLIGHT

Hyatt Regency



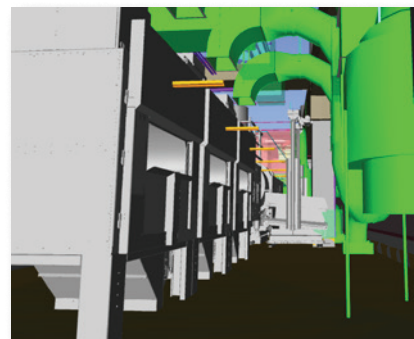
Managing Success:

Braun's Project Management delivers end-to-end consultative services in the design, construction, and operation of the laundry facility at the Hyatt Regency Convention Hotel in Seattle, Washington, the Pacific Northwest's largest Hotel.

While the premier centerpiece of hospitality in Seattle, Washington was still just a vision, Braun's Project Management Team was already hard at work providing consultative services to the owners, architects and engineers.

The new construction of a 45-story mixed use high rise featuring 1,260 hotel rooms, three restaurants, 100,000 square feet of meeting and conference centers, and two ballrooms, required the laundry contractor have a commitment to sound design principles, a deep understanding of laundry processing requirements, and project management experience that only Braun is positioned to provide. From the modeling of the waste water stream, utility design, facility layout and detailed production analysis, Braun integrated with the construction team to design and build a facility that not only supports the current hotel but will also allow the work of three additional properties to be completed at the state-of-the-art laundry at the Hyatt Regency.

Braun's compliment of design services allowed the laundry, material handling systems, valet and utility systems to be designed and developed through Building Information Modeling (BIM). The BIM design process provided a visual build-out of the facility and accurate forecasting of materials, timing of critical path requirements, and deconfliction of adjacent design components to facilitate a flexible and cost-efficient transition from design through build. Laundry facility design continues to be driven by the capital outlay requirements, for both initial investment and working



capital, necessary to achieve a desired level of production capacity and the respective return on investment of the project. This starts with integration of a capable laundry equipment provider as the management begins developing the future business



requirements of the facility. Initial planning considerations and equipment capabilities can therefore be appropriately included into the capacity analysis and facility infrastructure requirements during planning. The process ends when the project is fully functional and on track, or exceeding, initial projections for production. Braun's integrated approach to project management provides industry experience across every facet of laundry production and design. It is critical that owners and operators track performance post project implementation to assure real operating production results meet the initial projects stated objectives and therefore track towards the return on investment. Braun's WASHNET® decision support software has the capacity to provide real time production reporting and utility monitoring to managers so they may efficiently monitor their investment and manage operations. Purely designing a facility layout no longer provides clients with a value-added service and can be a hinderance to actual project development.

Braun's integration with the Hyatt Regency's Team provided the opportunity to install a turnkey commercial laundry solution located three floors below grade. Braun managed the complete build out of the laundry and stayed onboard to get the team off and running. Soiled linen is fed to the laundry through a common chute, available to housekeepers on all 45 stories of the hotel.

The linen is received directly onto a storage conveyor system that feeds the 12-station



sorting conveyor and allows manual loading of off premise goods through a cart dumper. Operators input full slings into the system which are fed according to the managers production schedule into the tunnel system. The design allows the facility to achieve industry leading pounds per operator hour through an ergonomic flow of material, a critical design requirement incorporated by Braun during initial objective identification with the owners.



A Braun 150 Batch Tunnel Washer and Press System is complimented by three true side-by-side 300PBS System Dryers and a bypass location that feed to a common unload conveyor. The small footprint of the tunnel system maximizes productive use of the operating space and routing of the rail system allows incorporation of two standalone open pocket washers and a Braun 300PT dryer for small batch and quick turnaround linen needs. The tunnel's single helicoid design offers a hygienic and productive solution to the properties mix of Hotel, Spa, and F&B (food & beverage) linen.

The system unloads to a clean side rail lift where goods are routed to one of two Braun Precision Series® Ironing Lines or Small Piece Folders. The ironing lines feature Braun's Precision Series® Spreader Feeder and provide dual sorting of finished goods before discharging onto a common finished goods takeaway conveyor. The single point pack out is collocated to the finished goods storage area and hospitality elevators for low par requirements and efficient flow of material through the laundry.



Braun's customer and processing focused approach to Project Management allowed the team to design and develop a complex laundry solution to service three restaurants, a combination of over 2,000 hotel rooms, multiple spas and a convention space in under 9,300 Square Feet. Braun's focus on design and analytics provides its customers with best-in-class management of the process through partnership with clients from the start. The laundry team now utilizes integrated systems reporting to manage the facility and is meeting production targets to realize their return on investment.





PROJECT SPOTLIGHT

D2R Linen

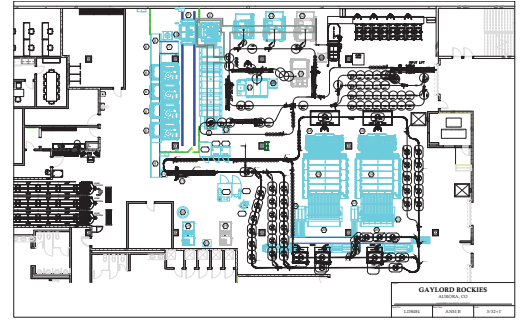
D2R contacted G.A. Braun Inc. to assist with the reconstruction of their business after it was destroyed by hurricane Harvey. During the following months, Braun's sales and project management personnel worked closely with D2R to completely redesign the layout of their building. This allowed for the reconstruction of the building to be based around a new laundry equipment layout.

Braun was present every step of the reconstruction, including design drawings and installation criteria, on-site for pre-construction meetings, managing the contracted rigging team, equipment start-up and training. Braun also interfaced with D2R's retained architect and mechanical, electrical and process (MEP) contractors.

Partnering G.A. Braun Inc. D2R can now accomplish in one shift what they had previously been processing in three. Furthermore, the 20,000 sq. ft. facility was designed with room for future equipment, allowing for greater than 60% growth. Now offering their customers a variety of services, including same-day service, D2R Linen is poised for future business expansion opportunities in Houston, Texas thanks for G.A. Braun Inc.

"In order to maximize our productivity, we partnered with G.A. Braun to provide us with the most reliable, innovative and durable machines to date." Says Giang Tran of DR2 Linen. "Of all the laundry equipment companies out there, we chose Braun because they possess the same family culture we do."





PROJECT SPOTLIGHT

Gaylord Rockies Resort and Convention Center

The Gaylord Rockies Resort and Convention Center opened in December 2018 with much fanfare for the residents of Aurora, Colorado.

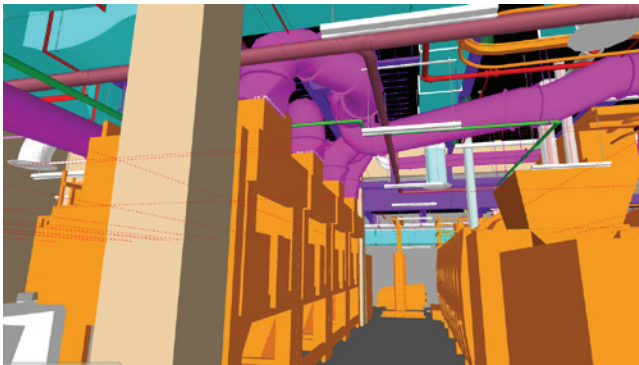
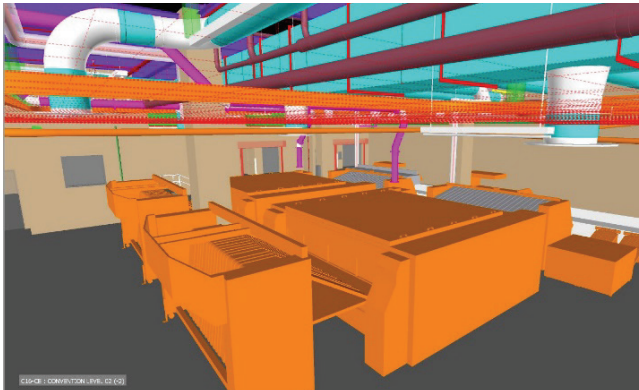
On site features with matching services include nine different dining experiences, a convention center with 69 event rooms and 78 breakout rooms, a spa and fitness center, a water park with three indoor pools and one outdoor pool, and over 1500 guest rooms. G.A Braun involved from the outset of the project understood what needed to be done to handle the amount of laundry anticipated daily.

Over a three-year period, the Project Management Team at Braun worked closely with the engineers, architects, and general contracting firms to make sure the laundry facility was designed to meet the needs of the owner.

To prevent any errors on the front-end Braun utilized Building Information Modeling (BIM) to provide three-dimensional computer simulations of the exact layout allowing for a more efficient design/build process.

Equipment installation being the next phase of the project required detailed coordination with the general contractor. Critical at this point was the rigging of Braun's Batch Tunnel Washer which had to occur before the construction of one wall of the convention center. This task was completed with perfection as well as all equipment being installed on time and within budget.

"Braun worked closely with Mortenson/Welbro to establish a successful timeline of events for the laundry facility. With Braun's assistance, our turnover of the laundry facility was a success with minimal punch list items," says Renella. "Braun will be my first call for any future laundry needs."



BIM modeling of the side-by-side dryer area allowed for the accurate design of the ductwork well in advance of installation.

Braun continued to work closely with the construction team throughout the next phases of the project. For Braun, this was equipment installation. Careful coordination was also required for this phase, as the rigging of Braun's Batch Tunnel Washer was required to occur prior to the construction of a particular wall in the convention center. Braun's Project Management team planned and executed this complex rig without issue and completed the installation of all contracted equipment on time and within budget.



Careful planning and expert execution allowed Braun to complete the successful installation of the laundry equipment.

Over the course of the final year of the project, Braun assisted third party contractors (many of whom had never seen or worked on laundry equipment) with the remaining installation tasks by creating a detailed punch list and providing a continuously updated project timeline. Braun continued open lines of communication with the construction team, as well as the other contracted equipment providers, and maintained a coordinated, synchronized schedule. With the property having already booked 1.1 million room nights prior to opening, there could be no margin for error in the schedule. When the Convention Center was ready to obtain its Temporary Certificate of Occupancy, the Braun team was on site to facilitate the turnover to and training of the end users. "Braun worked closely with Mortenson/Welbro to establish a successful timeline of events for the laundry facility. With Braun's assistance, our turnover of the laundry facility was a success with minimal punch list items," says Renella. "Braun will be my first call for any future laundry needs."





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