

## TESTIMONIAL



“For a successful service wash shop, find the right location and get contract work”

**David Taylor** is proprietor of the Centre of Britain Laundry in the historic town of Haltwhistle in Northumberland. The laundry is situated alongside the 28-bed Centre of Britain Hotel, which Mr Taylor also owns. Mr Taylor, who is pictured with his wife, Grethe, says:

“Haltwhistle is the geographical centre of Britain and is close to Hadrian's Wall. It's a popular year-round tourist destination and was an ideal place to open a laundry.

The original aim was to process all the hotel's laundry because it worked out much cheaper than linen hire and we initially installed coin-op machines so the public could use them as well.

However, the facility proved so popular that it was difficult to get our own washing done and we ended up extending the shop, installing bigger machines and offering full service washes including ironing.

Now, people divert their route to come to us and we're very

popular with holidaymakers staying in the area. One of the most frequent questions asked in the town's tourist information centre is, 'Where's the nearest launderette?'

Local football teams bring their weekly wash to us, as do carers looking after old people, and we also have contract work from guest houses and the owners of self-catering cottages. The hotel's laundry is in effect a contract, too, of course.

My advice to anyone considering opening a service wash shop would be to select the right location and then seek contract work with customers like hotels. That way, the business should do very well.”

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