

To Whom It May Concern,

Vision Chemical Systems goes beyond the expected, just like their motto says. They help me deliver premium laundry results for our top-tier clientele. Their products and service are head-and-shoulders above the competition. Vision delivers softer, better smelling linens with fewer, less dangerous chemicals. With their laundry program, I use less time, energy and water to do a better job. They also cut my wash AND dry times by 30-50%! Take them up on their offer to demonstrate what they can do for you - you won't regret it! They are pleasant, professional, and expedient, solving issues well beyond the scope of their responsibility when they say they are going to.

Vision has been able to remove stains we could not remove with our previous vendor. This means lower linen replacement costs, which is a bottom-line and sustainability win. Their first wash gets high 80%-90% clean rates, their rewash program gets ~90% of the remaining stains out, and their spotter/pretreat solution also removes 90% of stains. The remaining 0.1% is handled by their unique reclaim service at a rate approaching 90%.

Vision reduced my cycle times for BOTH wash and dry, so I can run more laundry in the same amount of time. This is particularly useful when we have equipment failures and/or high checkout volumes. We recently had a washer down for months, waiting for another vendor to get parts and hardly missed it being offline. Had we stayed with our previous chemical provider, the down machine would have meant additional hours of operation to hit my production volume with less equipment. We have also increased the volume of laundry we process by >50% without adding operational hours due to these wash & dry cycle time savings.

Vision helped us transition to a system that delivers softer, better smelling, brighter linens. They do it with fewer chemicals, which means fewer drums for me to deal with and a cleaner, tidier laundry area. Their chemicals are also safe to handle and environmentally friendly which is important to our customers and ownership as well as to me and my staff. They are also the only provider I'm aware of who provides equipment, chemical, AND on-going service on equipment.

We finally have a result worthy of our guests, who we believe deserve the best experience possible. Softer, better smelling, brighter linens are an important part of the guest experience. It was hard to believe they could deliver on all the metrics they said they could, but there was no risk in letting them demonstrate their offering and I'm glad I did. Anyone serious about their laundry should consider a demo -- once you see and feel the results, it's an easy decision to make.



**Bryan Greuel** Laundry Manager St Julien Hotel & Spa  
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***St Julien Terrace now open 7 days a week. Enjoy a breezy breakfast, leisurely lunch, or casual cocktail all served al fresco!***

2014 Forbes Four Star Awards- Jill's Restaurant, Spa at St Julien, Hotel  
2014 AAA Four Diamond Award  
2014 TripAdvisor Certificate of Excellence – St Julien Hotel & Spa, Jill's Restaurant  
2013 Condé Nast Traveler Top 75 U.S. Hotel Spas  
2013 Condé Nast Traveler Gold List  
2013 AH&LA Stars of the Industry recipient for Good Earthkeeping

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