

LinExo

Commercial Linen Services

Capability Statement – Mining & Hospitality





Overview

LinExo is a Goldfields-based commercial laundry and linen services provider established to service **health, hospitality, mining and industrial accommodation clients** across regional Western Australia.

Developed in response to clear and growing demand for reliable, locally delivered linen solutions, LinExo provides a structured alternative to metropolitan suppliers whose freight dependency often impacts cost, turnaround time and service responsiveness. By operating within the region it services, LinExo offers clients improved accountability, faster response capability, and reduced logistical risk.

LinExo has been designed with a strong operational and commercial framework from inception. The business combines:

- disciplined capacity planning,
- staged infrastructure expansion,
- documented hygiene and handling processes, and
- contract-led growth principles,

ensuring that service quality is not compromised as volumes increase.

This capability statement reflects LinExo's commitment to presenting a **realistic, defensible and scalable operating model**. The business is positioned to meet current institutional expectations while maintaining a clearly defined pathway for capacity escalation and regional expansion as demand requires.

By aligning local execution capability with structured governance and forward planning, LinExo is built to provide both immediate operational reliability and long-term continuity for its clients.

Current Operating Capacity – Phase One

Processing Capacity (Current Equipment)

Approx. **1.2–1.6 tonnes per week** under standard operations

Based on:

- 8-hour operating day
- 5-day production week
- Existing washer and dryer configuration

Labour Model

- Owner-operated plus part-time support
- Scalable to an additional shift once contracted volumes are secured

Current Client Load Capacity

- Health accommodation (existing WACHS contracts – ~120 rooms)
- Serviced apartments / hotel accommodation (e.g. ~50 rooms)
- Mining or industrial accommodation **up to ~300 rooms** (approx. 1,000kg/week), *subject to contracted volumes and service scheduling*

This capacity allows LinExo to service **multiple concurrent clients** without compromising turnaround times.

Equipment & Workflow

Current State

Equipment

- Commercial-grade washers and dryers
- Segregated clean and soiled workflow
- Gas-fired drying to improve turnaround efficiency
- Flatwork finishing capability for sheets and pillowcases

Processing Streams

Dedicated processing streams for:

- Hospitality linen
- Industrial and workwear items

All current processes are suitable for hospitality and institutional standards, with expansion pathways already mapped.



Service Levels & Turnaround

Standard turnaround 24–48 hours	Priority / surge processing Available by agreement
Fixed collection and delivery schedules	Emergency response capacity For accommodation providers

Service Level Agreements (SLAs) can be implemented as contracts are formalised.

Compliance & Risk Controls (Current)

		
Physical separation of clean and dirty zones	Documented handling procedures	Batch-based processing by client
		
Controlled transport of clean and soiled linen		Infection-control conscious workflows

- Formal chain-of-custody documentation and mining-specific induction materials are implemented progressively as required by contract.*

Planned Expansion Capacity – Staged

Phase Two – Capacity Enhancement

(Triggered by secured contracts)

- Automated chest ironing equipment
- Additional part-time staffing
- Improved finishing consistency and throughput

Phase Three – Infrastructure Expansion (12–24 months)

(Subject to demand and funding)

- Workshop footprint expansion
- Electrical and power upgrades
- Additional commercial washers and dryers
- Automated folding equipment

Indicative future capacity:

Multi-tonne weekly throughput **once infrastructure upgrades are completed**

Expansion staged to protect margins and service quality

 **Note:** Claims of **5–10 tonnes per week** are **future-state targets**, not current capability, and should only be referenced as *planned* or *subject to infrastructure upgrades*.



Scalability & Continuity

LinExo is being designed with scalability in mind. As volumes grow, operations can be replicated or expanded through a dedicated growth and licensing platform (LinExo Expansion Co), ensuring:



Consistent service standards



Centralised systems and governance



Continuity for mining and institutional clients

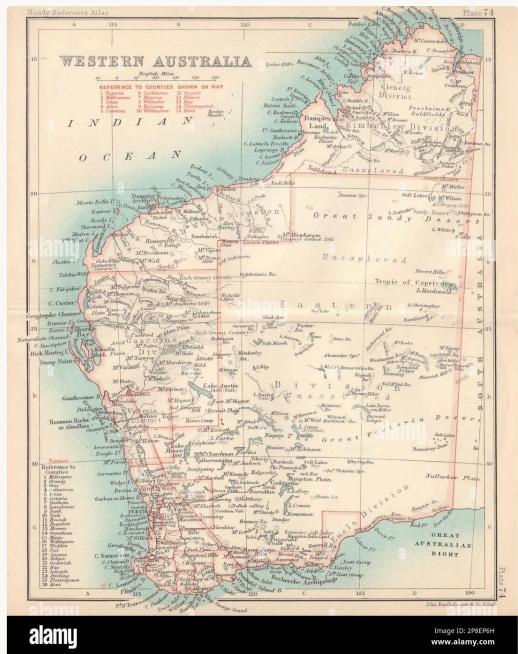


Long-term contract confidence

Coverage Area

Current servicing: **Goldfields region**

Regional expansion planned as capacity comes online



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Image ID: 2981646
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Key Strengths



Local Goldfields operator



Reduced freight reliance
Compared to Perth-based laundries



Commercial pricing discipline



Staged, contract-led expansion

Direct access to decision-makers

Capacity Escalation & Scalability Clause

Current Capacity

LinExo confirms that, at the date of submission, it has a verified operational processing capacity of up to **1.2–1.6 tonnes of linen per week**, based on standard operating hours and existing plant and equipment.

This capacity is sufficient to service the proposed scope under agreed service levels, volumes, and turnaround times.

Scalable Capacity

LinExo has a documented and staged expansion framework that allows processing capacity to be increased in line with client demand. Any increase beyond current verified capacity is subject to:

Execution of a formal service agreement,

Confirmation of minimum weekly volume commitments,

Agreed commencement timelines, and

Commercial terms reflecting increased throughput requirements.

Capacity Escalation Mechanism

Where client demand exceeds current capacity, LinExo may, by mutual agreement, escalate capacity through one or more of the following measures:



Extended operating hours and additional shifts



Staged increase in staffing levels



Installation of additional finishing and processing equipment



Infrastructure upgrades
(including power and workspace expansion)

Capacity escalation will be implemented **progressively and contract-led**, ensuring service continuity and quality standards are maintained at all times.

Notification & Lead Time



LinExo requires reasonable written notice to implement capacity escalation, the duration of which will depend on the scale of increase requested. Lead times will be agreed in advance and incorporated into the service agreement or variation.

Service Assurance

At no time will LinExo accept volumes that compromise agreed service levels, hygiene standards, or turnaround times. All capacity increases are undertaken to maintain compliance with operational, safety, and quality requirements applicable to institutional and mining clients.

Future Capacity Statements

- Any references to higher throughput capacities in LinExo documentation are **indicative of planned or potential future capability only** and do not constitute a representation of current processing capacity unless expressly confirmed in writing.



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External Laundry Partner

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