

| Pricelist<br>Washmix.com  |              |                     |              |                 |                     |
|---|--------------|---------------------|--------------|-----------------|---------------------|
| Dry Cleaning  |              |                     |              |                 |                     |
| Item  | Price (\$)   | Item                | Price        | Item            | Price               |
| Blouse  | 5.95         | Jacket [Leather]    | 49.95 (& Up) | Sweater [Reg]   | 5.95                |
| Blazer  | 12.95        | Pants               | 6.95         | Sweater [Heavy] | 7.95                |
| Coat [Reg]  | 14.95        | Polo                | 5.95         | Sweater [Body]  | 9.95                |
| Coat [Long]   | 16.95        | Scarf [Reg]         | 5.95         | Suit [2 Pcs]    | 19.95               |
| Coat [Full Length]  | 19.95        | Scarf [Large]       | 7.95         | Ties            | 4.95                |
| Dress [Reg]   | 13.95        | Shirt               | 5.95         | Tuxedo [2 Pcs]  | 28.95               |
| Dress [Fancy]   | 19.95        | Shorts              | 5.95         | Vest            | 5.95                |
| Dress [Gown]  | 29.95 (& Up) | Skirts [Reg]        | 5.95         |                 |                     |
| Jacket [Reg]  | 15.95        | Skirts [long]       | 7.95         |                 |                     |
| Questions on Prices please Call or Email us: <a href="mailto:CS@WashMix.com">CS@WashMix.com</a> |              |                     |              |                 |                     |
| Laundry   |              |                     |              |                 |                     |
| Shirt [Cotton]<br>Press + Hung  | 3.95         | Blouse [Hang-Press] | 6.95         | T-Shirts        | 5.95                |
| Shirt [Cotton]<br>Press + Fold  | 6.95         | Pants/J Jeans       | 6.95         | Tuxedo Shirt    | 7.95                |
| Wash & Folds  |              |                     |              |                 |                     |
| Option 1  | Option 2     |                     |              |                 |                     |
| [20 lbs,<br>Minimum]  | 1st Bag      | 2nd Bag(s)          | 3rd Bag(s)   | 4th Bag(s)      | Each Bag thereafter |
| \$3.99 Per lbs  | \$89         | \$168               | \$237        | \$296           | \$49                |

|   |         |                                   |              |                                       |          |
|---|---------|-----------------------------------|--------------|---------------------------------------|----------|
|   |         |                                   |              |                                       |          |
| Household Items   |         |                                   |              |                                       |          |
| <b>Bed Sheet Set</b> [4 Pcs]  | 29.95   | <b>Curtain</b> [Per Panel]        | 39.95/Pc     | <b>Sofa Cover</b> [Med]               | 39.95    |
| <b>Bed Sheet</b> [Single]   | 11.95   | <b>Draperies</b> [short/unlined ] | 5.95/Pleat   | <b>Sofa Cover</b> [Large]             | 59.95    |
| <b>Blanket</b> [Single/Twin]  | 24.95   | <b>Draperies</b> [Long/lined]     | 9.95/Pleat   | <b>Sofa Cover</b> [Ex Large]          | 89.95    |
| <b>Blanket</b> [Q/K]  | \$29.95 | <b>Napkin</b>                     | 3.95         | <b>Table Cloth</b> [Small]            | 16.95    |
| <b>Comforter</b> [Single/Twin]  | 34.95   | <b>Pillow</b>                     | 19.95        | <b>Table Cloth</b> [Large]            | 19.95    |
| <b>Comforter</b> [Q/K]  | 39.95   | <b>Pillow Case</b>                | 5.95         | <b>Table Cloth</b> [Ex-Large]         | 29.95    |
| <b>Comforter - Down</b> [A/S]   | 49.95   | <b>Pillow Sham</b>                | 7.95         |                                       |          |
| For other Household Items please email us: <a href="mailto:CS@WashMix.com">CS@WashMix.com</a>               |         |                                   |              |                                       |          |
| Alterations & Repair  |         |                                   |              |                                       |          |
| <b>Pants Hem</b> [Reg]  | 18.95   | <b>Zipper Replaced</b>            | 19.95 (& Up) | <b>Button Replacement</b> W/ Cleaning | 3.95/Pcs |
| <b>Pants Hem</b> [Original]   | 22.95   | <b>Sleeves Shortened</b>          | 24.95 (& Up) | <b>Button Replacement</b> wo/Cleaning | 7.95/Pcs |
| <b>Pants Waist</b> [In/Out]   | 24.95   | <b>Mending</b> [Tears/Misc]       | 9.95 (& Up)  | <b>Button</b> [Special]               | 9.95/Pcs |
| For other Alteration & Repair Inquiries please email us: <a href="mailto:CS@WashMix.com">CS@WashMix.com</a> |         |                                   |              |                                       |          |
| Rug Cleaning  |         |                                   |              |                                       |          |
| <b>Specialized Rugs [Hand Made]</b><br>[Minimum Charge \$99]  |         |                                   |              | <b>Cowhide</b>                        |          |
| <b>Machine Made</b>   |         | <b>Handmade [Persian/Indian]</b>  |              | <b>Sheep Skin</b>                     |          |
| \$3.95/SqFt   |         | 6.95/SqFt                         |              | 99 (& Up) /Pcs                        |          |

| Wedding Gowns   |                      |                        |
|---|----------------------|------------------------|
| Clean Only  | Clean + Preservation | Additional Accessories |
| 149.95 (& Up)   | 299.95 (& Up)        | 24.95 (& Up) / Pcs     |
| PLANS   |                      |                        |
| Regular   | Advantage Program    |                        |
| PAYC  | GOLD                 | PLATINUM               |
| Hold on card<br>[Service Provided<br>Charged to card<br>AFTER pickup] | 199                  | 299                    |

| See All Benefits below per tier   |                            |               |                   |
|---|----------------------------|---------------|-------------------|
| Benefits & Discounts  | PAYC<br>(Pay As You Clean) | GOLD<br>(199) | PLATINUM<br>(299) |
| Dry Clean Discount  | -                          | 10%           | 20%               |
| Laundry Discount  | -                          | 10%           | 20%               |
| Wash & Fold Discount  | -                          | 10%           | 20%               |
| Alterations Discount  | -                          | 5%            | 10%               |
| <b>FREE Delivery</b><br>(\$39 & Up)   | -<br>(With \$49 Volume)    | ✓             | ✓                 |
| <b>FREE Welcome Box</b><br>(\$79 Value)   | -                          | ✓             | ✓                 |
| <b>FREE Seasonal Garment Storage</b><br>(Up to 5 items & 1 Season)<br>(\$69/ Value) | -                          | -             | ✓                 |
| <b>5% Credit Back Program</b><br>(Applies Quarterly)*                               | -                          | -             | ✓                 |

| Delivery Fees                  |                          |                                |                          |
|--------------------------------|--------------------------|--------------------------------|--------------------------|
| PAYC Customers                 |                          | Advantage Customers            |                          |
| Small Load<br>[Less than \$30] | Medium Load<br>[\$31-48] | Small Load<br>[Less than \$25] | Medium Load<br>[\$26-38] |
| \$19.95                        | \$9.95                   | \$14.95                        | \$9.95                   |

## HOW THE PRICELIST WORKS

There are **two types of price lists**.

- 1) **For Frontend - Customers [Basic version]**
- 2) **POS System [More detailed price list]**
  - a) **Includes: Custom Field [Very Important]**

For example, for Customers [Frontend] they will see things such as [& Up] or Minimum \$99., this indicates that the price of this item starts from a certain value and it could be more than this.

For example, Dress [Gown] is \$29.95 (& UP). but if a fancy dress with beads and leather trim is sent in the price is more. This is also to save us from future complications with pricing. (\$ UP) are not very common as you see in the list above.

### **Now for the POS.**

POS or POINT OF SALE System will be more detailed. It will have every item that we process. However, we have limited this number for ease and avoided rare items or traditional garments [such as Indian Sarees]. For this purpose, as indicated also in the design, we have **Custom Items**, when selected, it will ask to type the Garment Description and Price it Manually.

- **NOTE:** Also every item can be altered. If you look back through Zeplin you will see [based on the original design of the POS] that you can select any item and then request “Alterations” to be done on the same item.
- Here the item will be [Cleaned + Alterations] depending on the alteration the price for the total will adjust.
  - Pants \$5.95
  - Alterations [Hem - \$18.95]
  - TOTAL → \$24.95

### **Custom Field [Very Important]:**

- There should only be **ONE** custom option in the POS System.
- HOW IT WORKS:
  - After the desired customer is brought up to the screen
  - IF the item in hand is not in the list of items [i.e. Traditional Indian Dresses]
  - We'll select **CUSTOM** it will open a window with fields for
    - Description [i.e. Saree]
    - Price [i.e. \$109]
    - Note [Clean Plus fix tear on the side]

- This is for any item that is not in the list. There are many that we are not including as they are a rarity.

## Wash & Folds:

Please see the attached document [below]:



|                  |                       |
|------------------|-----------------------|
| <b>Option 1:</b> | <b>\$2.99/lb</b>      |
| Pay Per Pound    | (minimum 20 lbs)      |
| <b>Option 2:</b> | <b>1 Bag = \$89</b>   |
| Pay Per Bag      | <b>2 Bags = \$168</b> |
|                  | <b>3 Bags = \$237</b> |
|                  | <b>4 Bags = \$296</b> |

\*Every Additional Bag there after = \$39 per bag

Simply Receive one or more of Wash-N-Fold Bags, fill in the bag & be sure to **FULLY** close the top! We'll charge you per bag, and every other bag there after with the same load becomes cheaper!

Don't forget, Receive an **Additional 10% Discount** on your Laundry orders with **WashMix Advantage Program™**. Visit [www.WashMix.com](http://www.WashMix.com) for Detail



**WASHMIX.**

650 Castro St, Suite 185, Mountain View, CA 94041  
855-WASH-MIX | [www.WashMix.com](http://www.WashMix.com) | [CustomerService@WashMix.com](mailto:CustomerService@WashMix.com)

With **Wash & Folds** Customers have two options:

- 1) Per Lbs. Which is paying per weighed bag. For example, they may send in a large load that comes out to 40lbs [40lbs x \$4 = \$160]
- OR**
- 2) They may choose the Per Bag Option. In this case, the above scenario may in fact fit into one bag [which we'll provide] and thus the price for the First bag is \$89. **[cheaper this way]**.

**Again as indicated earlier, two types to showcase this.**

- For Customers [Frontend] we'll indicate "Minimum 20lbs" this is telling the customer that if they send us a really small load [for example 10lbs worth] they'll still get charged 20lbs or \$80.
- What if its 25lbs in this case 25lbs x \$4 = \$100
- The minimum amount is so that customers don't send in few items for wash-n-folds and expect to get charged \$10., which puts us at a disadvantage.
- The **POS** system however, **IF by weight**, will only allow 20lbs+ to be typed in. If less than 20lbs then it will adjust it to 20lbs which is the minimum.

### How do we process order in the POS System: [Wash & Folds]

- Search for Customer
- Select Desired Customer
- Go To Invoicing
- Select Wash & Folds
  - **Option 1)** per lbs
    - When selected, it will ask for lbs [weight]
    - Input will be made [20lbs or more]
    - Order will be processed and charged to the account
    - Discount will apply according to their plan
  - **Option 2)** per bag
    - When selected, it will ask for number of bags
      - 1 means one bag only
      - 2 means two bag[s] sent together
      - 3 means three bag[s] sent together
      - 4 means four bag[s] sent together
      - Any additional bags after 4th = \$49 per bag
    - Order will be processed and charged to the account
    - Discount will apply according to their plan

### Wedding Gowns:

- Wedding gowns are also similar when it shows \$149 (& Up)., This value is for the customer only.
- This way they'll know the price of wedding gown cleaning is \$149 OR more.
- In the **POS System**, when we receive a gown, we'll analyze it and then set the price accordingly. [In such cases, the price should be easy to adjust]. It could be \$149 or \$200 or \$245 or \$300...

### Suits:

- Suit is never 1 pcs.
- The word suit [means Jacket and Pants] its either 2 pcs **OR** 3 pieces. IF however someone just brings a jacket [from the suit] to clean, its categorized as Blazer, which is in the pricelist.

### Delivery Fees:

- These are static buttons only and in the POS system.
- For example, Customer A is a PAYC customer who sent us an order of \$5., this order will be charged \$19.95 for Delivery fee.

- Customer B is an Advantage Program customer, he sent in an order of \$35 [After Discounts]. It will get a \$5.95 delivery fee attached.