

OUR CUSTOMERS

Motel 6 Mankato



Tom Yenish is an interesting guy. He pioneered the idea of a pet resort in SW Minnesota by opening The Paw several years ago. Tom is a person who strives to find new ideas and the best people for his ventures. He opened his first "people" resort, the Motel 6 earlier this year. Motel 6 is not known nationally as a resort, but you are treated as if you are in a resort when you arrive. Manager Kyle Roberts is a 27 year old who has taken over the hotel with good advice from Tom. A beautiful lobby, well furnished rooms and many small touches make it an enjoyable stay in an efficient hotel. The commercial laundry is isolated from all sleeping rooms so staff can run washers and dryers any time night or day. Multiple TV screens allow staff in the laundry to monitor the entire hotel while folding towels. High speed Milnor 60# VRJ washers are raised to a convenient loading height for workers and there is very ample work space behind the washers to service the drain and washers. Dryers are in an enclosure to use outdoor makeup air for greatest efficiency in drying.



Left to Right Kyle Roberts, Tom Yenish.

Water Conservation for On-Premise Laundries

Milnor's 60 lb. capacity washer-extractors feature RinSave® water conservation technology standard

Current economic conditions have forced healthcare facilities to focus on operating costs, particularly back-of-the-house operations – including the on-premise laundry, according to healthcare operators.

This innovative process called RinSave® eliminates up to two high level rinses (.33 gallons per pound processed) and up to 10 minutes in the wash formula. It saves labor, water, sewer and electricity which are the largest direct operating expenses in the laundry. RinSave® conserves water, further substantiates your facility's green program and is infinitely sustainable, without further investment.



Typical direct operating costs with two Milnor RinSave® water saving 60 lb. washers.

	Day	Week	Annual
Labor	\$21.96	\$153.72	\$7,993.44
Water & Sewer	\$21.76	\$152.32	\$7,920.64
Natural Gas (HW)	\$10.80	\$75.60	\$3,931.20
Electricity	\$3.18	\$22.26	\$1,157.52
Wash Chemistry	\$9.60	\$67.20	\$3,494.40
Total	\$67.30	\$471.10	\$24,497.20

Cost Per Pound \$.0524



2285 Hampden Ave.
St. Paul, MN 55114
651-646-7521
Toll Free: 1-800-328-5689
Fax: 651-649-1101

Service & Parts Fax:
651-646-7206

13636 Carmen Avenue, Suite 4
Menomonee Falls, WI 53051
262-781-8630

Equipment Department Manager: Mike Baker
Equipment Coordinator: Patrick Reed
Equipment Sales: Daniel Baker, James Baker, Tony Crain, Jon Karl
Service Manager: Ed Jensen
Service Engineers: Dan Elstad, Ed Jensen, Andy Putnam, Lacey Mejia, Lewis Harris

Supply Sales: Jon Karl, John Sullivan
Parts Manager: Barbara Swanson

Warehouse: Bruce Edwards, Duane Fox
Purchasing/Accounts Payable/ Supply Department Manager: Chris Schiefelbein
Accounts Receivable/Credit: Lori Kahle
Front Office: Anita Skinner
CFO: Kwen Johnson
City Desk: Erika Clinton



Supply Deals by Chris

Poly Bumpers are now Available!!!

- Fitted 1-piece bumper
- Heavy duty nylon
- Protects walls, doorways, elevators
- Easily field installed (no adhesive or fasteners)
- Designed for use with Royal Poly Trucks (PT, PG)

Part #	List Price	PB Size
R06-KKX-PBN	\$111.12	6 BU
R08-KKX-PBN	\$114.97	8 BU
R10-KKX-PBN	\$117.76	10 BU
R12-KKX-PBN	\$118.65	12 BU
R14-KKX-PBN	\$135.19	14 BU
R16-KKX-PBN	\$135.19	16 BU
R18-KKX-PBN	\$138.24	18 BU
R20-KKX-PBN	\$144.13	20 BU

ROYAL
BASKET TRUCKS



Coin Laundry

Galaxy Controls for Huebsch® Washer Extractors

MAXIMUM REVENUE

OPTIMIZE EFFICIENCY

EASY TO USE



Huebsch Galaxy, vended laundry's most innovative control system, brilliantly combines advanced features and intuitive operation to deliver laundromat revenue unlike anything else in the industry. And with the support of Huebsch Command™, you can put all these amazing features to work for you anywhere there's an internet connection.

- Multi-Level Vend Pricing allows you to charge extra for warm or hot water, resulting in improved profitability.
- Cycle Modifiers offer customers additional options and flexibility for their wash needs while bringing laundromat owners another powerful, revenue enhancing feature.
- Time-of-Day Pricing enables price variations throughout the day, helping you manage peak laundromat customer usage and compete for new customers.
- 24 Customizable Cycle Selections provide customers with options to optimize vended laundry machine wash results for various loads while creating added revenue opportunities for laundromat owners.



Dry Cleaners and Health Care Laundries:

100% American Made Galvanized Hanger

Consistent Quality

Consistent hooks and neck twists reduce jam ups and runs smoothly through your system.

No paint chips

Nothing to chip off and injure the hands of workers. No exposure to rust.

Chrome Look

Your garments will show better and enhance your customer's image of quality.

Environmentally Friendly

The zinc coating and the wire are completely safe and recyclable.

No Rust

Our safe and long lasting galvanized finish eliminates stains and damage to garments.

Longer Life

Strict manufacturing tolerances, along with the higher tensile strength of our wire, combine to make a stronger and more durable hanger.

Shirt, Suit and Strut styles available from our stock.



**ALL THE FEATURES
YOU NEED FOR THE BEST
HANGER SOLUTION**

Equipment

New Milnor Washer/Extractors at List Price

– MWT18E4, 45#, EP One Touch Micro, 3 Speed, 208/240/60/1/3.....	\$7,780
– MWT18X4, 45#, EP Express Micro, 3 Speed, 208/240/60/1/3.....	\$8,850
– MWT18J6, 45# EP Plus Micro, Temp Control, 6 Speed, 208/240/60/1/3.....	\$9,255
– 30015T6X, 40#, EP Express Micro, RinSave, 4 Speed, 208/240/60/3.....	\$12,875
– 30015VRJ, 40#, EP Plus Micro, Temp Control, RinSave 7 Speed, 208/240/60/3.....	\$14,605
– 30015V8Z, 40#, MilTouch Programmer, Temp Control, RinSave, 7 Speed, 208/240/60/3.....	\$16,135
– 30022T6X, 60#, EP Express Micro, RinSave, 4 Speed, 208/240/60/3.....	\$13,775
– 30022VRJ, 60#, EP Plus Micro, Temp Control, RinSave 7 Speed, 208/240/60/3.....	\$15,075
– 30022V8Z, 60#, MilTouch Programmer, Temp Control, RinSave, 7 Speed, 208/240/60/3.....	\$16,615
– 36021V5Z, 80#, MilTouch Programmer, Temp Control, RinSave, 7 Speed, 208/240/60/3.....	\$22,435
– 36021V7Z, 80#, MilTouch Programmer, Temp Control, RinSave, 7 Speed, 208/240/60/3.....	\$26,105
– 36026V5Z, 100#, MilTouch Programmer, Temp Control, RinSave, 7 Speed, 208/240/60/3.....	\$25,085
– 36026V7Z, 100#, MilTouch Programmer, Temp Control, RinSave, 7 Speed, 208/240/60/3.....	\$29,165

- 42026V6Z, 140#, MilTouch Programmer, Temp Control, RinSave, 7 Speed, 208/240/60/3..... \$32,735
- 42030V6Z, 160#, MilTouch Programmer, Temp Control, RinSave, 7 Speed, 208/240/60/3..... \$35,895

RinSave saves water and formula time by special speeds and saving 1 or 2 rinses. MilTouch is touchscreen programmer with laptop programmability – transfer formulas by USB stick.

New Dryers at List Price

Huebsch announced new models in April with a new simpler drive system and easier serviceability. Overall dimensions and venting did not change. Minor changes in control systems. Call us, we may have 2017 models in stock at 2017 prices.

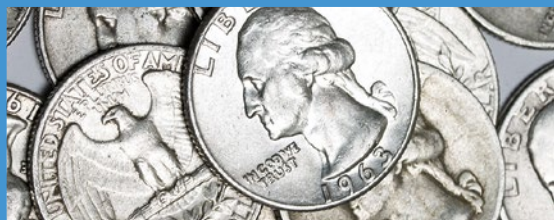
- Huebsch HT050FN, Gas, 50#, Dual Digital Timers, various voltages..... \$4,726.
- Huebsch HT055FN, Gas, 50#, Dual Digital Timers, Slimline passes through 34.5" doorway, various voltages..... \$4,898.

50# and 55# dryers are available in reversing and with Galaxy Micro Control and OPT True Moisture Sensing Drying

- Huebsch HT075FN, Gas, 75#, Dual Digital Timers, various voltages..... \$5,228.
- Huebsch HT075FN, Gas, 75#, Dual Digital Timers, reversing, various voltages..... \$6,217.
- Huebsch HT075NN, Gas, 75#, Galaxy Micro Control, reversing, OPT True Moisture Sensing Drying various voltages..... \$6,920.

All Huebsch dryers (except electric heat) have available in the basket CARE fire suppression including remote connect for cold enclosures.

Other Huebsch dryers in sizes from 25# to 200#. And ask about stainless steel cylinder and panels. Ask about ADC and CLM dryers in large capacities.



Coin Store Owners:

We can use some help in coin laundry equipment sales and/or service in our 5 states... even PT. Do you have time?

Call Dan Baker 414-708-5242. We want to talk.



Service Tips By Ed

Air Compressor Maintenance:

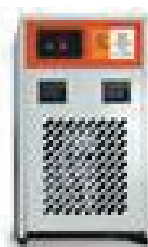
Something that not many operators think about are the air compressors that feed your washers, folders, ironers, feeders, presses, dry cleaning machines and secondary lint

filters. The air from the air compressor must be moisture free. Water in the air can rust steel components or cause corrosion on aluminum valves and air cylinders. Older brass valves and cylinders are also adversely affected.

We recommend a refrigerated air dryer for new, more sensitive equipment in laundries and dry cleaners. And always be sure to drain your compressed air tank every day.



Refrigerated Air Dryer by C-Aire



Typical C-Aire horizontal or vertical air compressors:





Parts Ideas From Barb

July 4 is Independence Day.

To say thank you for your parts orders, we will pack a free small American flag with all orders shipped from St. Paul and we will give a free flag with all will-call orders at our St. Paul offices during the month of July.

All flags are made in the USA. God Bless America.

Dry Cleaners

Isn't it time for you to step up to the finest in finishing – Sankosha.



Sankosha celebrates its 40th Anniversary in business – 25 years in the USA!



Save the Date



2018 MCC FREE Fall Shows

On Premise and Coin Vended Service School and Open House.
Hotels, Care Facilities and Laundromats.

Tuesday October 23rd MCC Warehouse, Menomonee Falls, WI

Thursday October 25th North Metro Event Center, Shoreview, MN

Meet with industry experts, get inside tips on store management, machine technical support and trouble shooting.

Complete information and registration at www.minnesotachemical.com



Calendar of Events:

July 25 – UMV ALM Chapter Meeting -St. Cloud Hospital- Centra Care Health – www.umvailm.org

October 3-4 – Midwest Drycleaning Expo - Lake Lawn Resort, Delevan, WI – www.wiscleaners.com

October 16-17 – UMV ALM Fall Seminar - Treasure Island Resort & Casino, Red Wing, MN – www.umvailm.org

October 23 – MCC Coin & OPL FREE Fall Show - MCC Warehouse, Menomonee Falls, WI – www.minnesotachemical.com

October 25 – MCC Coin & OPL FREE Fall Show - North Metro Event Center, Shoreview, MN – www.minnesotachemical.com