



STOP WASTING WATER!

Milnor's RinSave® water saver feature is standard on all T-Series, V-Series, X-Series, and 48040 open-pocket washer-extractors. This exclusive software allows the basket to reach a precise G-force that "slings" the wash liquor (including water, chemistry, and soil) out of the goods after a wash step. Milnor's RinSave® will save up to 2 rinses per load and fill/rinse time. Laundries with the Milnor RinSave® feature will get more loads per hour to save you money! You can save up to

.4 gallons of water per pound of goods processed. That's up to two rinse steps and ten minutes saved per load!

When time is money – and water and energy cost, well, money – saving hundreds of gallons of water every day with Milnor's RinSave® can add up to real savings. Not just for your bottom line, but for the planet as well.



The MCC Staff recently had an UPDATE Meeting with Mike Tunesvick National Sales Manager of Sankosha. See new videos of Sankosha presses www.sankosha-inc.com.



Calendar of Events

- April 7-8** – Live Connect Northwood, IA: Coin Laundry Regional Meetings for MN, WI, IA and NE – www.coinlaundry.org
- May 19** – Upper Mississippi Valley Association for Linen Management Meeting, Mayo Clinic, Rochester, MN – www.umvailm.org
- June 16** – Wisconsin Fabricare Classic Golf Tournament – www.wiscleaners.com
- June 26** – Wisconsin Fabricare Classic Milwaukee Brewers Game – www.wiscleaners.com
- July 14 or 15** – Upper Mississippi Valley Association for Linen Management Meeting, Madison, WI – www.umvailm.org
- August 28** – Minnesota Cleaners Annual Meeting – www.minnesotadrycleaners.org
- September 9** – CLA Live Connect Des Moines, IA: Coin Laundry Regional Meeting – www.coinlaundry.org
- October 8** – CLA Live Connect, Bloomington, MN: Coin Laundry Regional Meeting – www.coinlaundry.org
- October 9** – Wisconsin Fabricare Dry Cleaner Expo, Milwaukee, WI – www.wiscleaners.com
- October 20-21** – Upper Mississippi Valley Association for Linen Management Meeting, Annual Two Day Meeting and Boat Trip, Treasure Island, Red Wing, MN – www.umvailm.org

3750 Dunlap Street North
Arden Hills, MN 55112
651-646-7521
Toll Free: 1-800-328-5689
Fax: 651-649-1101

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

Equipment Department Manager: Mike Baker
Equipment Coordinator: Christine Evenson
Equipment Sales: Daniel Baker, James Baker, Tony Crain, Bill Kim, James Riopel
Service Manager: Ed Jensen

Service Engineers: Dan Elstad, Andy Putnam, Lewis Harris, Maurice Lee
Supply Sales: John Sullivan, Chris Schiefelbein, James Riopel
Parts Manager: Barbara Swanson
Warehouse: Bruce Edwards, Ron Russell, Jr.

Purchasing/Accounts Payable/Supply Department Manager: Chris Schiefelbein
Accounts Receivable/Credit: Lori Kahle
CFO: Kwen Johnson
City Desk: Chris Schiefelbein
Front Desk: Kailin Wilber

Parts Direct Line: 651-288-4849 • Service Direct Line: 651-288-4857 • Parts & Service Fax: 651-646-7206



Supply Deals by Chris

Make a spotless first impression.



Presentation is everything. Your reputation depends on it. Check warewashing off the list. The ECOLAB SMARTPOWER™ program combines chemistry, insights and expert service to handle your toughest warewashing challenges with the greatest of ease. Here's to consistently shining reviews. Learn more at Ecolab.com/smartpower.



Coin Laundry Ideas by Bill Kim

Upgrading your laundromat – Five Steps to a successful retooling project

Give customers more choices.

That's our motto. "More choices". For example, allow customers to pay with credit cards, cash, coins, and through their phones. Many large laundries have an ATM on site.

Try to have many different size washers, and three to four different types of dryers as well. This variety keeps people coming back.

Replace everything that needs it.

If it looks old, it probably is. New plumbing, electrical and other infrastructure will cost more upfront, but it may cause less problems down the line. It's always better to deal with those issues during the initial retooling stage, rather than later.

Be patient and install the floors last.

I learned that nice flooring can get damaged when it's laid before painting or installation of laundry equipment. Flooring should always be last on your install list.

Be patient.

Do it right the first time and let the process unfold in the proper order.

Don't try to speed up the project by doing something up front that should be done further down the road.

Ask Questions.

The resources, information and experience available from your distributor Minnesota Chemical helps throughout each retooling process and our advice will be helpful to your overall decision-making and to making the project a great success.

As a distributor, Minnesota Chemical continues to help our customers at every step of the way -from looking at locations to helping our customers to determine whether or not retooling will be profitable, to designing layouts and more.



Equipment

New Milnor Washer/Extractors at List Price

– MWT18E4, 45#, EP One Touch Micro, 3 Speed, 208/240/60/1/3.....	\$8,225
– MWT18X4, 45#, EP Express Micro, 3 Speed, 208/240/60/1/3.....	\$9,355
– MWT18J6, 45# EP Plus Micro, Temp Control, 6 Speed, 208/240/60/1/3.....	\$9,785
– 30015T6X, 40#, EP Express Micro, RinSave, 4 Speed, 208/240/60/3.....	\$13,855
– 30015VRJ, 40#, EP Plus Micro, Temp Control, RinSave 7 Speed, 208/240/60/3.....	\$15,435
– 30015V8Z, 40#, MilTouch Programmer, Temp Control, RinSave, 7 Speed, 208/240/60/3.....	\$17,045
– 30022T6X, 60#, EP Express Micro, RinSave, 4 Speed, 208/240/60/3.....	\$14,785
– 30022VRJ, 60#, EP Plus Micro, Temp Control, RinSave 7 Speed, 208/240/60/3.....	\$15,945
– 30022V8Z, 60#, MilTouch Programmer, Temp Control, RinSave, 7 Speed, 208/240/60/3.....	\$17,545
– 36021V5Z, 80#, MilTouch Programmer, Temp Control, RinSave, 7 Speed, 208/240/60/3.....	\$23,695
– 36021V7Z, 80#, MilTouch Programmer, Temp Control, RinSave, 7 Speed, 208/240/60/3.....	\$27,565
– 36026V5Z, 100#, MilTouch Programmer, Temp Control, RinSave, 7 Speed, 208/240/60/3.....	\$26,735
– 36026V7Z, 100#, MilTouch Programmer, Temp Control, RinSave, 7 Speed, 208/240/60/3.....	\$30,795

- 42026V6Z, 140#, MilTouch Programmer, Temp Control, RinSave, 7 Speed, 208/240/60/3.....\$34,565
- 42030V6Z, 160#, MilTouch Programmer, Temp Control, RinSave, 7 Speed, 208/240/60/3.....\$37,735

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 HT050FN, Gas, 50#, Dual Digital Timers, Non-Reverse, various voltages \$5,055
 - Huebsch HT055FN, Gas, 50#, Dual Digital Timers, Non-Reverse, Slimline passes through 34.5" doorway, various voltages \$5,331
- 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, Non-Reverse, various voltages \$5,562
 - Huebsch HT075FN, Gas, 75#, Dual Digital Timers, reversing, various voltages \$6,204
 - Huebsch HT075NN, Gas, 75#, Galaxy Micro Control, reversing, OPT True Moisture Sensing Drying various voltages..... \$7,155

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.



Service Tips By Ed

Power Supply Boards on Milnor Washers

I get a lot of calls on Milnor washers where customers say when they start a formula the washer goes into a countdown. They can't start a formula. Or they say they don't have a display.

These are common problems that relate to power supply boards or display. When a machine goes into a countdown this could mean one of two things: First power supply board may be out of adjustment or the power supply is bad. The power supply board should be adjusted at 5.07 to 5.10 DC.

If you don't have a display that could mean your control fuse is bad or the power supply is bad or display board is bad. First check out your fuses. If fuses are good then the power supply or the display board is bad. That means it's time to call for service!



Now Hiring

We are interviewing for a Laundry Supply Sales Representative for Metro, Central and North MN. Salary + Commission:
email mike.baker@minnesotachemical.com.



Parts Ideas from Barb

- Check all hoses as part of your spring clean-up.
- Look for leaks - dried or cracked rubber or pieces falling off.
- Verify that the hose clamps are a correct fit.
- There are many different hoses depending on your model number and the location on the machine.
- The shapes and sizes and material vary. From Flex hoses to steam hoses.
- Common ones are peristaltic water inlet hose-polybraid tubing and drain hoses.
- Most important is knowing the inside diameter and length of the hose you need.
- High concentrations of chemicals can damage hoses.
- Years of everyday wear and tear usually means it is time for a replacement.
- We stock a variety of hoses for many vendors.
- Keep the April showers **outside** this spring.

Our Suppliers

Phil Lapenta is our new Huebsch On Premise Laundry – OPL Representative.



Phil has 19 years in the laundry equipment industry. He has worked for several manufacturers of washers and dryers and also worked for two distributors in those nearly two decades. He enjoys interfacing with distributors across the USA and says "I learned a lot from local distributors – in fact they trained me!"

Phil lives in New England, not far from Boston and is happily married. His travels take him out on the road every week – he is a road warrior. He enjoys speaking to groups like ALM, meeting with customers and working with distributors. His main focus has been in healthcare laundries, but he also understands the needs of hospitality laundries which he says are very similar.

Phil talks about the need to not only wash and dry linen to be hygienically clean and bright but also follow procedures to protect the valuable linen by using Huebsch OPT dryers

Overdry Protection Technology.

OPT moisture sensing dryers pace your laundry staff and prevent over drying. OPT dryers terminate the load and go to cool down as soon as the load is dry – saving gas, time and protecting your valuable linens from damage caused by excess heat and excess tumbling. And OPT has a wrinkle guard feature – the dryer terminates. Signals the operator and rests for three minutes; if the door is not opened it tumbles with no heat for one minute and signals the operator. This continues until the door is opened.



SPECIAL Huebsch Finance for qualified buyers: No interest for 24 months! Call us for link! Buy without capital budget!