

## Our Customers

### University Laundry Grand Forks, ND



Samantha Ruther owns University Laundry very near the campus of University of North Dakota. Her customers are NDSU students and she knew they needed small washers and dryers for small loads. When she updated her laundry she first replaced older dryers that were too large and too hot for small loads with Huebsch stack small dryers. Then she updated the washer side, adding high efficiency Huebsch top load washers – the perfect size for student loads. The top load washers have a good spin and wash well.



Bill Kim, Minnesota Chemical Co coin laundry sales and Samantha Ruther.

## MCC People

We welcome James Riopel, Supply and Equipment Sales, Eastern WI. James, who is also known as JR, has an extensive sales background and is a great addition to our staff. He lives in Hartford, WI. JR has visited dozens of coin laundries, hotels, nursing homes, dry cleaners and commercial laundries with Dan Baker, VP, The Minnesota Chemical Co and on his own. He recently visited Sankosha USA for a sales meeting in their USA offices and showroom in Elk Grove Village, IL near O'Hare.



James Riopel at the Sankosha office and warehouse with a Sankosha single Buck shirt unit.

## 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.



## Calendar of Events

**February 12** – SAVE THE DATE! Minnesota Cleaners Social Event – [www.minnesotadrycleaners.org](http://www.minnesotadrycleaners.org)

**August 28** – SAVE THE DATE! Minnesota Cleaners annual meeting – [www.minnesotadrycleaners.org](http://www.minnesotadrycleaners.org)

**2020** – Upper Mississippi Valley Association for Linen Management UMVAIIM will be announcing meetings across the Midwest shortly – [www.umvailm.org/meetings-1.html](http://www.umvailm.org/meetings-1.html)

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Arden Hills, MN 55112  
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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

### Ultra Fresh – Value Liquid Laundry Detergent



Ultra Fresh is an economical, light duty, biodegradable liquid laundry detergent designed for top and front load washers. Ultra Fresh is a HE (High Efficiency) product that is safe on all fabrics and formulated for all water temperatures.

Ultra Fresh is perfect for Coin Op drop off laundry and Health Care top loaders.

**Packaged and sold in easy to use 1 gallon jugs. FREE PUMP WITH EACH ORDER!**

**\$11.25 Per Gallon**

### Something Useful

We want you to be able to easily open the containers of quality products that you buy from us. Here are a couple of items that will make your life easier!



**Drum Wrench:** Universal for either plastic or metal bungs. Lightweight, durable aluminum construction permits use with hazardous materials.

#7200 **\$19.95 each**



**Plastic Pail Lid Opener:** Removes lids from plastic pails and buckets.

#7210 **\$9.95 each**



## Coin Laundry Ideas by Bill Kim

*Our customer, Daryl Johnson, Giant Wash Laundries of Minnesota and Iowa, wrote a great article in Planet Laundry, November 2019 – [www.planetlaundry.com](http://www.planetlaundry.com)*

### A New Laundromat in the Neighborhood?

#### Don't Race to the Bottom

Probably the worst tactic you can employ is to try to compete on price. That will hurt everybody, and it's completely unnecessary.

If you have a modern store in a solid location with ample parking and quality amenities, decreasing your vend prices is not required. If your laundromat checks all of the boxes and is serving the community well, hold steady on pricing.

Yes, with a new competitor in your market, you may have to focus a bit more closely on your attendant training, the quality of your services and the overall atmosphere of your laundromat. But, again, shouldn't you be doing that anyway?

Just don't race to the bottom on price. Believe me... you don't want to go there.

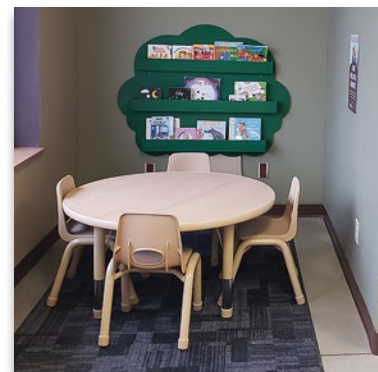
#### Set Yourself Apart by Doing Good

Lastly and by far the best thing I did to combat my new competitor was to differentiate my business by installing a Family Read, Play & Learn space in my store, which offers books and other learning materials for children who come to the laundromat. They're available through The LaundryCares Foundation ([www.laundrycares.com](http://www.laundrycares.com)), and it absolutely set me apart and helped bring back any lost revenue.

Of course, I had to make sure that my RPL center was active. We have librarians in the store on a regular basis, reading to and engaging the kids. If you can't find volunteer readers, consider hiring a retired teacher to come in once a week to read to the kids.

It shows the local community that your business is about more than just taking their money. It shows that you care. It's an absolutely unique proposition, and it's the best move I made in staving off competition.

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Typical Laundry Cares Book Area



### John Sullivan, Senior Supply Sales Staff, reminds you of some great products

For Wet washing team up with both Aqua Velvet and Hydrocon from Pariser. For stubborn stains including organic greases use L.T. Special superior heavy duty, one shot, low temperature detergent from UNX.



## Equipment

Milnor announced that there will be new prices for 2020 but they were not available as BULLETIN went to press.

### New Milnor Washer/Extractors at List Price

– MWT18E4, 45#, EP One Touch Micro, 3 Speed, 208/240/60/1/3.....	\$7,975
– MWT18X4, 45#, EP Express Micro, 3 Speed, 208/240/60/1/3.....	\$9,075
– 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.....	\$13,575
– 30015VRJ, 40#, EP Plus Micro, Temp Control, RinSave 7 Speed, 208/240/60/3.....	\$15,125
– 30015V8Z, 40#, MilTouch Programmer, Temp Control, RinSave, 7 Speed, 208/240/60/3.....	\$16,705
– 30022T6X, 60#, EP Express Micro, RinSave, 4 Speed, 208/240/60/3.....	\$14,495
– 30022VRJ, 60#, EP Plus Micro, Temp Control, RinSave 7 Speed, 208/240/60/3.....	\$15,625
– 30022V8Z, 60#, MilTouch Programmer, Temp Control, RinSave, 7 Speed, 208/240/60/3.....	\$17,195
– 36021V5Z, 80#, MilTouch Programmer, Temp Control, RinSave, 7 Speed, 208/240/60/3.....	\$23,225
– 36021V7Z, 80#, MilTouch Programmer, Temp Control, RinSave, 7 Speed, 208/240/60/3.....	\$27,025
– 36026V5Z, 100#, MilTouch Programmer, Temp Control, RinSave, 7 Speed, 208/240/60/3.....	\$25,965
– 36026V7Z, 100#, MilTouch Programmer, Temp Control, RinSave, 7 Speed, 208/240/60/3.....	\$30,195

– 42026V6Z, 140#, MilTouch Programmer, Temp Control, RinSave, 7 Speed, 208/240/60/3.....	\$33,885
– 42030V6Z, 160#, MilTouch Programmer, Temp Control, RinSave, 7 Speed, 208/240/60/3.....	\$36,995

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.

Huebsch announced that there will be new prices for 2020 but they were not available as BULLETIN went to press.

### New Dryers at List Price

– Huebsch HT050FN, Gas, 50#, Dual Digital Timers, various voltages .....	\$4,868
– Huebsch HT055FN, Gas, 50#, Dual Digital Timers, Slimline passes through 34.5" doorway, various voltages .....	\$5,143
<i>50# and 55# dryers are available in reversing and with Galaxy Micro Control and OPT True Moisture Sensing Drying</i>	
– Huebsch HT075FN, Gas, 75#, Dual Digital Timers, various voltages .....	\$5,385
– Huebsch HT075FN, Gas, 75#, Dual Digital Timers, reversing, various voltages .....	\$6,423
– 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

### Maintain Your Washer: 8 Tips to help extend the life of your washing machine

1. Inspect the hoses: Every month or so, make sure there are no bulges or cracks and that the fittings are tight.
2. Don't Overload it: Oversize loads can damage your washer, so break up your laundry into smaller loads.
3. Use the right detergent: Make sure you're using the right kind for your model. Many energy-efficient washers require a low-sudsing HE detergent.
4. Use the right amount of detergent: Too much detergent will leave a residue and is hard on your washer. Pods make it easy, but if your using liquid, measure according to the manufacturer's directions.
5. Clean the interior and dispensers: Let the full cycle complete. Yes, you need to wash the washer. This will help keep it clean and smelling fresh. Tip! Every month or so, run an empty load of hot water with 2 cups of white vinegar. In the middle of the wash cycle, add ½ cup of detergent.
6. Wipe down the drum, door and gasket: Doing this once a month will help ensure the washer won't give off odors that can seep into your laundry. Tip! Use equal parts water and vinegar to clean the gasket.
7. Leave the door ajar after a load: Ever notice a smell when you open your washer to start a load? This can help with that.
8. Transfer clean laundry to the dryer as soon as it's done: Letting wet clothes languish in the washer can trigger mold and mildew.







## Parts Ideas from Barb

Pellerin Milnor's latest machines have inverter driven motors. These are variable speed. The amps and voltage on the inverter vary with the model number of the machine.

There are inverter fans with a screen that get clogged with lint and must be cleaned regularly.

Braking resisters need to be replaced when you change the inverter. When purchasing a new inverter, you need the current constants. The constants are the inverter settings. There may be wiring changes that are different or have been updated.

We have inverters and braking resisters in stock and will send you the constants with your order.



**Good to know: There are eighteen popular downhill skiing and snowboarding destinations in Minnesota!**

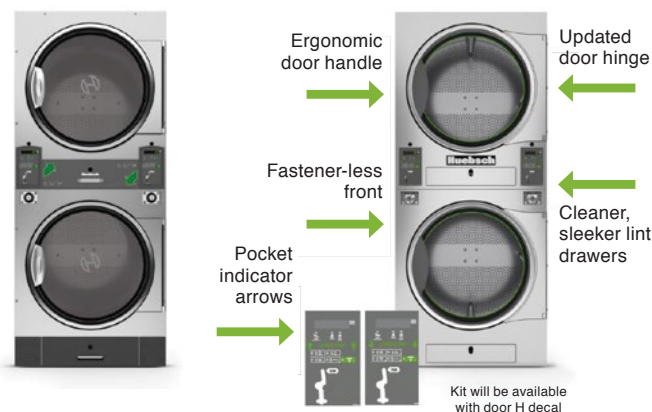


Huebsch has announced design changes for large chassis hardmount washers, stack and non stack tumble dryers. Here is a comparison of current and new designs. New designs are in place for all shipments starting January 2020

### Huebsch Washer-Extractors - Vend



### Huebsch Tumble Dryers - Vend



### Huebsch Washer-Extractors - OPL



### Huebsch Tumble Dryers - OPL

