

OUR RESPONSE TO THE PANDEMIC:

The Minnesota Chemical Co. is designated an Essential Business, supplying healthcare laundries, hotels, laundromats and dry cleaners with soaps and disinfectants and parts. Our service techs will come to repair your equipment and install replacement washers and dryers. We have stayed open to serve you our Essential Customers. We thank our dedicated employees for their work in these trying times. - Michael F. Baker, President



Our Customers

The Laundry Shop Franklin WI

John Albers likes to have fun. When he's not at one of the three laundries his family operates in the suburbs of Milwaukee, you can find him riding his Goldwing (proud member of the Iron Butt Association), exploring on an ATV or indoor skydiving. John and his parents have acquired their laundries over the last 12 years. Each laundry has been upgraded to keep up with the changing needs of their customers and to control utility and labor costs. Last year John replaced six 30 year old 20# hard mounts with Huebsch soft mount washers with gravity drains. John likes the water savings (over 50%) and his customers like the increased capacity and better extraction.



Super Saver

Milnor's 60 lb. capacity model 30022 VRJ provides three ways to save: **time**, **energy** and **water**. That's good for our environment. And great for you.

Milnor's E-P Plus® controller has pre-programmed wash formulas built right in to save you time. You can modify formulas or create and save up to 30 of your own. Our extra-large cylinder perforation means linens end the cycle retaining less moisture, speeding up dryer times to save energy. Save water with Milnor's RinSave® Water Saver technology. The VRJ can even fit through a standard 3'-0" door, which simplifies installation and saves space. That's even more savings. Super!



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Toll Free: 1-800-328-5689
Fax: 651-649-1101

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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

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

Aquanomic Low-Temp Laundry Program



Clean and white. Soft and fresh. You want the clean, white, soft and fresh results guests expect - the first time linens are laundered. The Aquanomic Low-Temp Laundry Program offers consistently superior results that delivers significant energy and water savings over traditional laundry programs, improving your bottom line. Whatever your laundry needs and challenges, Ecolab can offer a complete laundry solution that helps reduce rewash while extending the life of your linens.



Coin Laundry Ideas by Bill Kim

How to run a successful laundromat



1. Inspect machines

Frequently inspect your machines. Are they clean? Do they have any operational issues?

Can you spot visible damages? Do they leak? Are the washer drain system healthy and functioning? Is the equipment out of date? Act quickly when you notice problems, because damaged or malfunctioning equipment will affect your revenue.

2. Clean the store and equipment.

Who wants to clean clothes in a dirty environment? Be sure to clean the laundromat regularly. If your shop is not clean you will likely lose customers to cleaner laundromats in the area.

3. Keep it safe

Especially if your laundromat is unattended, be sure that you have safety mechanisms in place and features to deter crime. The store and parking lot should be well lit and cameras should be installed to catch any wrongdoers and to deter unlawful activity.

4. Interact with customers

Laundromats with diligent owners who interact with their customers tend to be more inviting and successful. Get to know the community, respond to complaints quickly and ask questions to determine how you can improve your customers' laundry experience.

5. Market your services

Did you know that only 20% of laundromat owners market their store on a regular basis?

Marketing will always give your business a boost, especially if you are struggling to compete with surrounding stores. Market your laundromat through flyers, mailed coupons, a great website.

6. Supervise the store regularly

Someone needs to manage the day to day operations of the business. Your machines may allow for self-service, but that doesn't mean your shop can be left alone 24/7. Someone needs to regularly visit the laundromat to collect the earnings, clean the shop and maintain equipment. Keep a presence.

7. Collect your earnings

Finally, remember to collect earnings often and at varying times. And as you gather your coins evaluate each machine's performance. You might be surprised to find that some machines are far more popular than others. How does each machine's location affect its usage?

Do certain types of machines (such as extra-large washers) do better than others? Use this information when you purchase new equipment and lay out store.

If you are interested in opening a laundromat or updating your store, be sure to call Minnesota Chemical, a full service provider. We have been in the laundry business over 105 years. To learn more about our products and services, please give us a call or visit our website.



Equipment

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.

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

*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\$5,385
- 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

Dryer Secondary Lint Filters

If you are having trouble with lint from your dryers on the outside of the building or roof where your dryers vent out, we have solutions. Secondary lint collectors by Energenics and Clean Cycle collect 90% of the lint that gets past your dryer lint screen. We have inline models installed in the ductwork, common lint filters for the dryer enclosure area and external filters. Some of these units come with overpressure alarms and fire suppression.

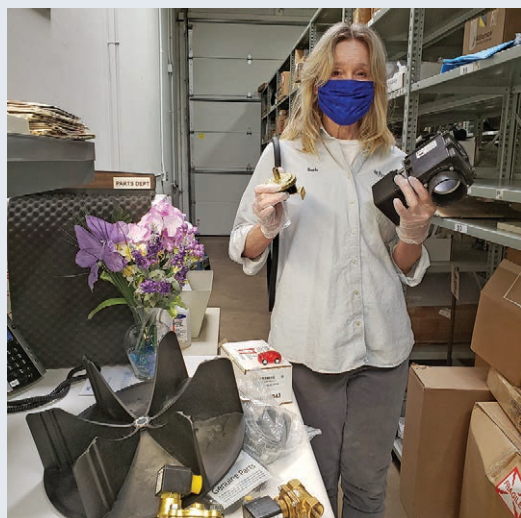
For further information call your Minnesota Chemical equipment salesman and he will be able to tell you which unit would work best in your laundry.



OPL-310 Creates a beautiful landscape outside laundry

Clean Cycle Systems





Parts Ideas from Barb

Gentlemen start your engines:

Start your washing machines and dryers. Check all necessary components.

If the machines have been sitting too long, not getting the action that they are used to, you may find unwelcomed surprises. The machines will need fine tuning.

Replace leaking worn out parts.

With inexplicable forces beyond our control, we are taking care of business. That is how we roll.

Clean new reliable parts are available for you.

Minnesota Chemical is always a safe smart choice.



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!



CHICAGO



CHICAGO DRYER COMPANY

The finest in automated laundry feeders, ironers, folders and small piece folders are made in and by CHICAGO



Left: Feeding an Air Chicago XL (left) and Tristar (right).

Right: Mike Baker, President, Minnesota Chemical Co., received an award from Tom Kindy, Regional Sales Director Chicago.

