

## Our Customers

### WHITE BEAR COUNTRY INN

#### Best Western Plus

White Bear Country Inn is a deluxe 91 room hotel in the heart of White Bear Lake, MN. In addition to the breakfast area, customers can dine at Rudy's Red Eye Grill and Rudy's Rooftop. The Inn features a salt water pool, exercise room, business center, newly remodeled rooms and available dog friendly rooms.

Owner Bill Foussard has decades of experience in hotel management in facilities across the USA and has an eye for detail and perfection. He is active in civic groups including the St. Paul Winter Carnival and White Bear Area Chamber of Commerce. Several years ago Bill worked to persuade the State Governor to hold the Governor's Fishing Opener in White Bear Lake by lobbying at the Governor's office dressed as a walleye.

White Bear Country Inn recently replaced an older Milnor 60# washer with a new high speed Milnor 30022VRJ 60# washer extractor. He says the higher extract means staff can turn loads faster, speed up drying and make the laundry more productive.



From left Dan Elstad-MCC Senior Service Technician, Sarah Macalus - Executive Housekeeper, Phil Hall - MCC Service Technician, Meagan Patterson-General Manager and Bill Foussard



MCC Technicians Phil Hall and Dan Elstad moving the new Milnor washer into place.

## MN and WI FREE FALL SHOWS in November

We hosted FREE FALL SHOWS in person in our offices in Menomonee Falls, WI and at the Hilton Garden Inn Shoreview. We taught laundromat and on-premise laundry customers how to service and repair washers and dryers made by Huebsch and Milnor. We had representatives from Huebsch, Alliance Finance, SpyderWash, Standard and American changers and MCC techs. Thanks all for attending.



## Calendar of Events

2022 CALENDARS are in the Mail - ask your sales person if yours does not arrive by mid-December

December 24, 27 and January 3, 2022 - MINNESOTA CHEMICAL OFFICES CLOSED for the Holidays. Merry Christmas and Happy New Year.

COIN LAUNDRY ASSOCIATION [www.coinlaundry.org](http://www.coinlaundry.org) will soon restart in-person events and has many online courses.

Wisconsin Fabricare [www.wiscleaners.com](http://www.wiscleaners.com) held a number of events in 2021 and more will be scheduled in 2022

Minnesota Dry Cleaners [www.minnesotadrycleaners.org](http://www.minnesotadrycleaners.org) held a number of events in 2021 and more will be scheduled in 2022

Upper Mississippi Valley Association for Linen Management Home ([umvallm.org](http://umvallm.org)) will soon again host in-person meetings. The parent national organization Association for Linen Management ([almnet.org](http://almnet.org)) has many online events.

July 30-August 2 - The Clean Show 2022, Atlanta Georgia The Clean Show ([messefrankfurt.com](http://messefrankfurt.com)). This great event brings in vendors and speakers from all over the world with a huge exhibit floor and dozens of events. Plan now to attend this summer.

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Toll Free: 1-800-328-5689  
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Suite 4  
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262-791-1630

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

Service Engineers: Dan Elstad,  
Phil Hall, Andy Putnam  
Supply Sales: John Sullivan,  
Chris Schiefelbein, James Riopel  
Parts Manager: Barbara Swanson

Warehouse: Bruce Edwards, Warehouse  
Manager; Leroy Jeffers, Warehouse  
Assistant  
Purchasing/Accounts Payable/ Supply  
Department Manager: Chris Schiefelbein  
CFO: Kwen Johnson  
City Desk: Chris Schiefelbein

Parts Direct Line: 651-288-4849 • Service Direct Line: 651-288-4857 • Parts & Service Fax: 651-646-7206 • Front Desk: Tina Hinrichs

**NOW HIRING: FT MAINTENANCE TECH - Call Ed Jensen 651-288-4857**





## Supply Deals by Chris

### Ortho Tuff Skin Mats

Ortho Tuff Skin mats are great to relieve the stress of a long day of standing at your work station! Customers place Tuff Skin mats at laundry and dry cleaning presses, sorting stations, folding tables, in front of ironers and automated folders and at counter point of sale registers. They truly make a hard surface a soft surface. John Sullivan gets very positive feed back on every sale he makes of the Ortho Tuff Skin mat. He recommends the 3/4" thick mat for most locations for comfort and durability. Tuff Skin comes in a variety of sizes – talk to John Sullivan or Chris Schiefelbein to get sizes and pricing. Most Tuff Skin mats ship in less than two weeks.



*John Sullivan, Supply Sales, holds a Tuff Skin sample while standing on a Tuff Skin mat in front of a Chicago Dryer ironer.*



*Airfree free standing and Lint Scrubber over folder.*



#### **Energenics has it all:**

- Ambient lint removers called Lint Scrubbers – now with disinfecting UV cells
- Dryer secondary lint filters. Keep your roofs, lawns and sidewalks clean.
- Kartwashers for large healthcare laundries
- Airfree secondary Lint Filters greatly reduce dryer bypass lint, are easy to install and need no compressed air.

Energenics is supported by Bryant Dunivan, VP, an industry expert with 40 years of experience providing laundry lint solutions.

## Minnesota Chemical Co. Meeting

The MCC sales staff spent a full day meeting together and with vendors in-person and by Go-to-Meeting and MICROSOFT TEAMS apps. We learned about new products, how to help customers increase productivity during this labor shortage and how to assess needs and help in problem solving. We met at the American Swedish Institute (ASI) museum on Park Avenue in Minneapolis, known as THE CASTLE. After a full day we toured the ASI museum and enjoyed a full company Swedish dinner in the FIKA CAFÉ. ASI has fabulous Christmas displays and special food at the museum and restaurant all during December – you would love it. American Swedish Institute – Swedish Museum and Cultural Center ([asimn.org](http://asimn.org)).





# Equipment

## New Milnor Washer/Extractors at MSRP

30015T6X, 40#, EP Express Micro, RinSave, 4 Speed, 208/240/60/3 .....	\$15,835
30015VRJ, 40#, EP Plus Micro, Temp Control, RinSave 7 Speed, 208/240/60/3 .....	\$16,785
30015V8Z, 40#, MilTouch Programmer, Temp Control, RinSave, 7 Speed, 208/240/60/3 .....	\$19,085
30022T6X, 60#, EP Express Micro, RinSave, 4 Speed, 208/240/60/3 .....	\$16,405
30022VRJ, 60#, EP Plus Micro, Temp Control, RinSave 7 Speed, 208/240/60/3 .....	\$17,345
30022V8Z, 60#, MilTouch Programmer, Temp Control, RinSave, 7 Speed, 208/240/60/3 .....	\$18,545
36021V5Z, 80#, MilTouch Programmer, Temp Control, RinSave, 7 Speed, 208/240/60/3 .....	\$25,405
36021V7Z, 80#, MilTouch Programmer, Temp Control, RinSave, 7 Speed, 208/240/60/3 .....	\$29,535
36026V5Z, 100#, MilTouch Programmer, Temp Control, RinSave, 7 Speed, 208/240/60/3 .....	\$28,655
36026V7Z, 100#, MilTouch Programmer, Temp Control, RinSave, 7 Speed, 208/240/60/3 .....	\$32,995
42026V6Z, 140#, MilTouch Programmer, Temp Control, RinSave, 7 Speed, 208/240/60/3 .....	\$37,055

42030V6Z, 160#, MilTouch Programmer, Temp Control, RinSave, 7 Speed, 208/240/60/3 .....	\$40,435
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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 MSRP

Huebsch HT050FN, Gas, 50#, Dual Digital Timers, non reverse, various voltages .....	\$6,092
Huebsch HT055FN, Gas, 50#, Dual Digital Timers, Silliline, reversing, passes through 34.5" doorway, various voltages .....	\$5,771
<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, non reverse, various voltages .....	\$6,740
Huebsch HT075FN, Gas, 75#, Dual Digital Timers, reversing, various voltages .....	\$8,065
Huebsch HT075NN, Gas, 75#, Galaxy Micro Control, reversing, OPT True Moisture Sensing Drying various voltages .....	\$9,136

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.

MSRP is a good BUDGET estimate of final washer or dryer price after discount allowed, freight and delivery added back in. Your price could be less!

## SERVICE RATES TO INCREASE December 1, 2021.

We have held our rates for over two years but must increase to \$125 per hour this month. MCC does not have a separate truck charge nor separate mileage charge, but our rates are the same for on site work or travel to and from your site.



## Service Tips By Ed



### MilTouch Touchscreens on Milnor Washers including models with Z

Touchscreens are not fully waterproof so make sure you don't spray glass cleaner on them or allow them to be splashed. The cost of a new touchscreen is about \$2,500.00.

Forcing a MilTouch touchscreen recalibration when there is a fault: Find the dongle that came with the machine. If you have a software version earlier than 30016 the forced recalibration won't work; you will need to call us for newer software. Open the display case of the controller to locate J21 on the back side of the MilTouch processor display assembly. Turn off machine and plug in the dongle into the J21 on the processor. Then turn on the power to the machine, wait until you see the calibration crosshairs on the screen, then remove the dongle. Then you touch each crosshair as it appears (a stylus works great). Then a message will appear (is the calibration correct), test the touch functionality around the dialogue box, and if everything is satisfactory click the "check mark" button. The machine will then reboot and launch the MilTouch software. You will only have to do this if the touch screen is not reacting to your touch or the screen is too dim to see.







## Parts Ideas From Barb

Jingle Jingle I hear Kris Kringle

Ho ho ho – Santa's on the go

With Donner - Blitzen and all the other boys. I have come to town with much more than just toys.

"What's that you say?" said the jolly old elf. "Of course, I brought you the parts for your shelf.

Through this December," he said with a twinkle in his eye.

"Here's 20% off parts – some exceptions do apply.

Merry Christmas to all, I wish I could stay." As he picked up his sack and boarded his sleigh.

Have a Happy New Year from all of us to all of you. We'll honor this discount through January 2022.



## Minnesota Chemical People

We are pleased to welcome Leroy Jeffers as warehouse assistant, working with Bruce Edwards Warehouse Manager. Leroy joined us in September and works part time. He is also a caretaker for an apartment building. In his free time, he plays pool (including tournaments), chess and basketball. Leroy is good at all these activities and loves to surprise players with his skills. He is a man of mystery, has a twinkle in his eye and welcomes the challenges of new work and learning new skills.



Bruce Edwards, left, with Leroy Jeffers

# ECOLAB®

# AQUANOMIC™

## 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.



# Huebsch

YOUR SMART LAUNDRY PARTNER

Huebsch laundromat equipment is the best! Made in Ripon, WI, Huebsch has the features you need for your hotel guest laundry, laundromat new store or to upgrade your laundromat. Huebsch Command™ gives you total control of your laundromat from anywhere! New softmount washers from 20# to 70# mean almost any building works for a new laundromat. Call Dan Baker, James Riopel, Tony Crain or James Baker for your Huebsch needs.