

Our Trade Association

MINNESOTA DRY CLEANERS ASSOCIATION



Keith Aune, Clean N Press Minnesota, has taken on multiple terms as President of MCA during these difficult times and submitted this update on the industry in MN:

With January in the rearview mirror and spring around the corner we are hoping that warmer weather brings more business and better news.

Many dry cleaners throughout the State of Minnesota were saying that Fall of 2021 was up from 2020 but still down from 2019. December and January were down significantly from the Fall of 2021.

We are seeing some areas of the country do better than expected such as the South and Southeast. Hopefully we will start to see more of a turnaround as more businesses start opening their doors back up to their employees and customers.

Labor, inflation on costs and the lack of business are still at the forefront for most dry cleaners. This trifecta is causing a severe margin pinch at all levels.

Last year there was a ban on using perc for dry cleaning put in place that will go into effect 1/1/2026.

1. As of 1/1/2026 perc as a dry cleaning solvent is prohibited in MN.
2. Up to \$20,000 of grant money is available for:
 - A. Those MN cleaners who are transitioning to an approved solvent machine.
 - B. For those MN cleaners who are decommissioning an existing perc machine. So in other words, replacing a perc machine with an alternative machine is not mandatory to qualify for the grant.
3. IMPORTANT. The Request for Proposals (RFP) must be filled out and accepted by the State of Minnesota **BEFORE** any work is done with the perc machine.
4. The final date for applications is 4:00 pm Central Time on Wednesday, January 31, 2024 or until all dedicated funds have been dispersed, whichever comes first. So, apply ASAP.
5. Projects must be completed by April 20, 2024.

Learn more at: <https://www.pca.state.mn.us/regulations/dry-cleaner-cost-share-program>

We wish you well and look forward to things getting better soon!

- Keith Aune and the Board of Directors of Minnesota Dry Cleaners Association



Calendar of Events

COIN LAUNDRY ASSOCIATION www.coinlaundry.org will soon resume in person Midwest events and has many online courses – NOW FREE!!! Check website often.

Wisconsin Fabricare Institute www.wiscleaners.com has three events already scheduled in 2022

April 4 Brewer Baseball Game

June 21 Golf Outing River Club Mequon

October 7 Annual Fall Conference

Minnesota Dry Cleaners www.minnesotadrycleaners.org events are being planned for 2022. Check back soon.

Upper Mississippi Valley Association for Linen Management (umvailm.org) will soon again host in person meetings. SAVE THE DATE – June 7 for one day seminar TBA in MN. The parent national organization Association for Linen Management (almnet.org) has many on line events.

Road Trip Idea: Visit the **Sankosha USA** Showroom in Elk Grove Village near O'Hare. Test run operating Sankosha laundry and dry cleaning finishing equipment by appointment. Sankosha USA (sankosha-inc.com) Call (888) 427-9120 for an appointment.

The Clean Show 2022 July 30-August 2 Atlanta Georgia The Clean Show (messefrankfurt.com) This great event bring 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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NOW HIRING: FT MAINTENANCE TECH – Call Ed Jensen 651-288-4857



Supply Ideas by Chris, John Sullivan and James Riopel

ECOLAB X-Static Dryer Blocks

X-Static Dryer blocks affix to a rib in your commercial dryer and come in three fragrances. X-Static Dryer Blocks reduce static, leave a fresh, clean fragrance in the linen and enhance softness. In stock at MCC. Remember to check lint screens in all dryers regularly. Any softener, liquid, sheets or blocks can cause lint screen build up that impedes airflow. If needed, wash screen under very hot water.



Our Suppliers



Brent Hendrickson, President, Soap Tech Corporation, travels the Midwest installing pumps, checking chemistry and advising laundries and dry cleaners how to get best results using Pariser chemicals. Brent, who has decades of experience in these industries, recently hired his nephew Mason Hendrickson to handle the increasing workload. Brent also has an on call staff assistant in SD. Call John Sullivan, James Riopel or Chris Schiefelbein at MCC if you need help from Soap Tech. We have a huge stock of Pariser products. Thanks for taking such good care of our customers, Brent and Mason.



Mason and Brent Hendrickson

COIN LAUNDRY SUPPLIES

CHEER DETERGENT IS NO LONGER AVAILABLE IN SINGLE VEND BOXES FOR LAUNDROMATS

After many decades of production, Procter & Gamble has eliminated Cheer detergent in single use boxes. Minnesota Chemical stocks other vended powdered detergents in our Arden Hills, MN warehouse. Other brands to consider are: Tide, Surf, All and Gain. Please contact our supply department for all of your vended supply needs. When ordering, we are happy to include FREE brand identification insert labels for your soap vending machine. And we have many different size vending machines by Vend-Rite.



Equipment

New Milnor Washer/Extractors at MSRP

- 30015T6X, 40#, EP Express Micro, RinSave, 4 Speed, 208/240/60/3.....\$16,465
- 30015VRJ, 40#, EP Plus Micro, Temp Control, RinSave 7 Speed, 208/240/60/3.....\$17,965
- 30015V8Z, 40#, MilTouch Programmer, Temp Control, RinSave, 7 Speed, 208/240/60/3\$19,845
- 30022T6X, 60#, EP Express Micro, RinSave, 4 Speed, 208/240/60/3.....\$17,555
- 30022VRJ, 60#, EP Plus Micro, Temp Control, RinSave 7 Speed, 208/240/60/3\$18,565
- 30022V8Z, 60#, MilTouch Programmer, Temp Control, RinSave, 7 Speed, 208/240/60/3\$20,235
- 36021V5Z, 80#, MilTouch Programmer, Temp Control, RinSave, 7 Speed, 208/240/60/3\$27,145
- 36021V7Z, 80#, MilTouch Programmer, Temp Control, RinSave, 7 Speed, 208/240/60/3\$31,595
- 36026V5Z, 100#, MilTouch Programmer, Temp Control, RinSave, 7 Speed, 208/240/60/3\$30,395
- 36026V7Z, 100#, MilTouch Programmer, Temp Control, RinSave, 7 Speed, 208/240/60/3\$34,995
- 42026V6Z, 140#, MilTouch Programmer, Temp Control, RinSave,

- 7 Speed, 208/240/60/3\$39,295
- 42030V6Z, 160#, MilTouch Programmer, Temp Control, RinSave, 7 Speed, 208/240/60/3\$42,865

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, Slimline, reversing, passes through 34.5" doorway, various voltages\$5,771
- 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\$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!

In these times of unprecedented inflation we try to keep prices updated but please call for latest pricing



Service Tips By Ed

Replacing Milnor bumper and door gasket



First as always turn power off to machine. Remove the old bumper and gasket. Apply some adhesive remover (buy at auto parts store or hardware store) and let set about 5 min. Use a drill with a wire brush to remove the rest of the adhesive and bumper and gasket residue. Clean the area with a cloth dampened with alcohol and allow to dry. Apply the 3M Adhesive (from MCC) on the entire area where the bumper and gasket fit and allow to set for about 3 minutes. Place the black gasket on with the seam at 12 o'clock flat side against the door. Then slide the bumper under the gasket about a half inch. When both are in place, shut the door and allow 3M Adhesive to set overnight.

Milnor door seal bumper and 3M adhesive



Parts Ideas From Barb

Replacement Huebsch small washer shock absorber kits

Signs that you need to replace the shocks on your Huebsch frontload washers & stack washer/dryers:

- Machine is out of balance
- Squeaking noises
- An oil spill at the base of the washer



The factory recommends that you replace all four shocks at a time to ensure the shocks will balance properly and wear evenly.

Inspect the rods on the shocks: If you can see 2 inches of the rod showing, it is a good shock. If you cannot see 2 inches of the rod showing, this indicates the spring is broken and the shock set needs to be replaced.

Shock absorber base kits and shock absorber assemblies come with isolators, washers, nuts, along with instructions.

For additional questions please contact parts@minnesotachemical.com

Fun Fact: 13 million pints of Guinness are consumed on St. Patrick's Day alone



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.



Here is another great, clever and meaningful Sankosha ad from NATIONAL CLOTHESLINE.

Whether you purchase a piece of our new or used equipment, you become a part of the Sankosha family.

And you get the highest standard of service plus

Peace of Mind



Sankosha USA Inc.
TOLL FREE: (888) 427-9120 • TEL: (847) 427-9120
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