

After working more than 42 years with The Minnesota Chemical Company, **Stephen A. Baker is ready to retire.**



Steve's full-time employment with MCC began in 1975, after he graduated from the University of Wisconsin-Milwaukee. But his storied career with the company actually began even earlier than that, doing odd jobs at the Milwaukee office, like cutting the lawn, cleaning the office, and working the warehouse during the summer months. He also spent time in his younger years working at Milwaukee Electric Tool as a parts runner, a student loan bill collector at Career Academy, and at McDonalds as a fry cook. Steve jokes about his time at McDonalds, "I wasn't sophisticated enough to work the counter."

Joining a family business can prove challenging for some people, but Steve wasn't worried about working for his father and uncles. "I never really had concerns about working for my dad, Robert Baker. He was easy going.

When I moved to St Paul it was a bigger operation and there were more people to get to know. I think being in and running a family business is all mostly positive." Steve adds that at MCC, the intergenerational transitions and relationships have been free from drama. Although he might sometimes see things differently with his partners Mike and Dan, they've never had serious differences. "In many ways our different personalities and management styles have served our business and customers well." The downside of working in a family business? Steve finds that it's a challenge to "turn it off", feeling a bit like he's on duty whether at work or at family gatherings.

After working more than 42 years in the laundry and dry cleaning industry, Steve has handled a variety of challenges. "Our current main challenge is the consolidation of our customers. There are fewer accounts to sell to and the wholesale distribution business model is not as integral to customers' needs as in the past." That said, MCC continues to bring expertise to customers who have very busy operations and need good local supply, equipment and service vendors.

Retirement from MCC will be bittersweet for Steve. When asked what he'll miss most about his job, he says, "Believe it or not, I think I will miss the routine and watching all areas of our business function together. I will also miss all of the relationships that I have developed over many years with employees, customers and vendors."

When Steve retires on April 1, he hopes to do a bit more volunteer work. He is currently a reading tutor with Reading Partners and a 32-year charter member of the St. Paul Sunrise Rotary Club. He's looking forward to spending more time with family, "especially with our first grandchild who will hopefully be relocating to Minnesota with her parents." Steve and his wife of 33 years, Lisa, hope to spend some time traveling around the USA and have planned an expedition cruise around southern Japan and Korea in 2019.

Save the Date



2018 MCC FREE Fall Shows

On Premise and Coin Vended Service School and Open House.
Hotels, Care Facilities and Laundromats

Tuesday October 23rd MCC Warehouse, Menomonee Falls, WI

Thursday October 25th North Metro Event Center, Shoreview, MN



Meet with industry experts, get inside tips on store management, machine technical support and trouble shooting.

Complete information and registration at www.minnesotachemical.com

2285 Hampden Ave.
St. Paul, MN 55114
651-646-7521
Toll Free: 1-800-328-5689
Fax: 651-649-1101

Service & Parts Fax:
651-646-7206

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

Equipment Department Manager: Mike Baker
Equipment Coordinator: Patrick Reed
Equipment Sales: Daniel Baker, James Baker, Tony Crain, Jon Karll
Service Manager: Ed Jensen
Service Engineers: Dan Elstad, Ed Jensen, Andy Putnam, Lacey Mejia

Supply Sales: Jon Karll, John Sandretto,
John Sullivan
Parts Manager: Barbara Swanson

Warehouse: Bruce Edwards, Duane Fox
Purchasing/Accounts Payable/ Supply Department
Manager: Chris Schiefelbein
Accounts Receivable/Credit: Lori Kahle
Front Office: Anita Skinner
CFO: Kwen Johnson
City Desk: Erika Clinton

Huebsch Facility Tour and Deep Dive Training

In March three MCC staff went to Ripon, WI for Huebsch new product announcements and a factory tour. Dan Baker, Tony Crain and Jon Karll spent three long days learning and training – and met dealers from across the USA and Canada. There are changes coming to coin and On Premise Laundry (OPL) Hardmount washers and tumble dryers. Huebsch machinery shipped in May will have control panel changes, improved choices for voltages and a host of other changes – details next month. Alliance Laundry Machinery produces more washers and dryers than any other company in the USA. They met many Huebsch staff members including Kathryn Rowen, Brand Manager; Andy Lubohn, Director of Training and Maggie LePine, Order Entry.



Jon Karll, Maggie LePine, Tony Crain and Dan Baker.



Ryan Sheridan, Dan Baker and Andy Lubohn in the Training Facility



Jon Karll, Dan Baker, Kathryn Rowen and Tony Crain.



Alliance test lab.



Rolled steel ready to be pressed.



Automated press.

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.



Coin Store Owners:

We can use some help in coin laundry equipment sales and/or service in our 5 states... even PT. Do you have time?

Call Dan Baker

414-708-5242.

We want to talk.

Equipment

New Milnor Washer/Extractors at List Price

- MWT18E4, 45#, EP One Touch Micro, 3 Speed, 208/240/60/1/3.....\$7,780
- MWT18X4, 45#, EP Express Micro, 3 Speed, 208/240/60/1/3.....\$8,850
- 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.....\$12,875
- 30015VRJ, 40#, EP Plus Micro, Temp Control, RinSave 7 Speed, 208/240/60/3.....\$14,605
- 30015V8Z, 40#, MilTouch Programmer, Temp Control, RinSave, 7 Speed, 208/240/60/3.....\$16,135
- 30022T6X, 60#, EP Express Micro, RinSave, 4 Speed, 208/240/60/3.....\$13,775
- 30022VRJ, 60#, EP Plus Micro, Temp Control, RinSave 7 Speed, 208/240/60/3.....\$15,075
- 30022V8Z, 60#, MilTouch Programmer, Temp Control, RinSave, 7 Speed, 208/240/60/3.....\$16,615
- 36021V5Z, 80#, MilTouch Programmer, Temp Control, RinSave, 7 Speed, 208/240/60/3.....\$22,435
- 36021V7Z, 80#, MilTouch Programmer, Temp Control, RinSave, 7 Speed, 208/240/60/3.....\$26,105

- 36026V5Z, 100#, MilTouch Programmer, Temp Control, RinSave, 7 Speed, 208/240/60/3.....\$25,085
- 36026V7Z, 100#, MilTouch Programmer, Temp Control, RinSave, 7 Speed, 208/240/60/3.....\$29,165
- 42026V6Z, 140#, MilTouch Programmer, Temp Control, RinSave, 7 Speed, 208/240/60/3.....\$32,735
- 42030V6Z, 160#, MilTouch Programmer, Temp Control, RinSave, 7 Speed, 208/240/60/3.....\$35,895

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

New Huebsch prices and model were announced for April 1. Details in next bulletin.

- HUEBSCH HT050NQT, 50# Gas, Dual Digital Timers, 120/61/1 List \$4,633
- HUEBSCH HT055NQT, 50# Gas, Dual Digital Timers, Slimline, Fits Through 36" DOOR, 120/60/1 List \$4,802
- HUEBSCH HT075NQT, 75# Gas, Dual Digital Timers, 120/61/1 List \$5,125
- HUEBSCH HT075NRQ, 75# Gas, Dual Digital Timers, Reversing, 208/60/3 List \$6,022
- HUEBSCH HT075NRE/OPT 75# Gas, Micro With Opt Moisture Sensing Drying, Reversing, 208/60/3 List \$6,707



WANTED: SERVICE TECH TRAINEE

**Basic electrical knowhow or better • Interested in learning new skills
Good driving record • Some overnight travel • Can do attitude**

Call Ed Jensen - Service Manager at 651-646-7521



Service Tips By Ed

Level Switches in Milnor washers or Huebsch washers.

Level switches tell the water valves when to turn on and off.

Rising water in the clear tube creates pressure against the level switch which tell the water valves that level has been reached and water can be turned off.

Depending on the model, there may be two or one level switches. Some models are fixed levels and others are electronic – different levels that can be set in the computer. Some models have a transducer instead of level switch attached to computer board – transducer is connected to a clear tube.

Fittings to the clear tube must be tight. We prefer screw in type hose clamps over factory supplied clamps.

There can be no tears or holes in the tube – replace if damaged.

Occasionally dirt or lint will build up in the tube – tube must be removed and blown out.

We recommend against manually adjusting level switches.....Call Ed instead.



Parts Ideas From Barb Please! Please! Please!



* Ask Barb for a free MCC Koozie with your next parts order.

Have information ready when ordering parts! Have your manual in your hand. Give model number, serial number and voltage. Know exactly what you want before ordering. Make the phone call yourself. Only you know what you need and how to explain it. Otherwise this could happen to you:



Mother Ordered For Him

Wife Ordered For Him

Girlfriend Ordered For Him

Buddy Ordered For Him

What the Customer Actually Wanted

Laundry Scales



Washer Load Estimating Portable Floor Laundry Scale - Not Legal For Trade

\$1,975.00

R&B ID: RBPS-1000

This is a portable platform scale with easy access ramps on two sides. Equipped with high quality mild steel construction, this scale is ideal for weighing heavier items such as laundry carts and basket trucks.

- Anti-skid diamond plate deck
- Includes easy-to-use external display
- Not legal for trade
- 1,000 lb weight capacity
- Mild steel construction
- High quality powder coated finish
- Portable with easy to use handles
- Two built-in rubber wheels for easy transport
- Ramps on two sides
- Basket truck not included



Dimensions: 42.25"L x 39.5"W x 3.5"H (Complete Unit)

Product Weight: 194 lbs (scale-188lbs, display-6lbs)



Portable Bench Scale with Detachable LCD Display, 300 lb. Capacity - Legal For Trade

\$589.65

R&B ID: RBPB-300

This portable and versatile scale provides excellent mobility and ease of use for any environment. The detachable display provides outstanding convenience and functionality in any setting. The plastic outer shell makes this scale tough and durable.

- Easy to move with convenient built-in handle
- Tough outer shell provides great protection
- Detachable LCD display allows convenient ease of use
- Adjustable leveling feet insure scale is properly balanced
- Legal for Trade
- Rechargeable battery and power adapter included
- Option to use 4 "C" cell batteries (not included)
- RS-232C interface

Overall Dimensions: 24"L x 14"W x 3.5"H

Platter Dimensions: 17"L x 14"W

Product Weight: 15 lbs.

Calendar of Events:

April 12 – WFI Brewers Game - Miller Park, Milwaukee, WI – www.wiscleaners.com

May 2-5 – TCATA Annual Conference. Wyndahm Grand Rio Mar Resort, Puerto Rico – www.tcata.org

May 15 – UMV ALM Chapter Meeting - Ridgeview Medical Center, Waconia, MN – www.umvailm.org

June 19 – WFI Golf Outing. River Club, Mequon, WI – www.wiscleaners.com

July 25 – UMV ALM Chapter Meeting -St. Cloud Hospital- Centra Care Health – www.umvailm.org

October 3-4 – Midwest Drycleaning Expo - Lake Lawn Resort, Delevan, WI – www.wiscleaners.com

October 16-17 – UMV ALM Fall Seminar - Treasure Island Resort & Casino, Red Wing, MN – www.umvailm.org

October 23 – MCC Coin & OPL FREE Fall Show - MCC Warehouse, Menomonee Falls, WI – www.minnesotachemical.com

October 25 – MCC Coin & OPL FREE Fall Show - North Metro Event Center, Shoreview, MN – www.minnesotachemical.com