



Minnesota Chemical Co Sales Staff and Vendors go to work – then we learned Curling

In January, Minnesota Chemical Co sales and sales support staff had a full day meeting including time with four key vendors, Huebsch, ECOLAB, Sankosha and Pariser/SoapTech. After seven hours of work we had a little fun learning how to Curl.

Four Seasons Curling Club was formed after five years of planning in 2012 at Fogerty Arena in Blaine with exclusive Curling sheets of ice. Interest in Curling has grown greatly since TEAM USA won Gold at the

2018 Olympics with a team made up of mostly MN players. Our staff and vendors learned to curl and spent two hours honing their skills on two of the six sheets of curling ice. Four Seasons Instructors tell us it takes years to become proficient, but we did our best. Curling stones come from granite quarries in Scotland or Wales, weigh about 40# and cost upwards of \$450 each. There were a few falls, some stones were short, some were very long but at the end of the day everyone had a few stones in "the house".



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

March 17 – SAVE THE DATE! Upper Mississippi Valley Association for Linen Management meeting – www.umvailm.org

April 2-3 – CLA Live Connect, Des Moines, IA: Coin Laundry Regional Meeting – www.coinlaundry.org

June 16 – Wisconsin Fabricare Classic Golf Tournament - River Club of Mequon, 12400 N Ville Du Parc Drive, Mequon, WI – wiscleaners.com

June 26 – Wisconsin Fabricare Milwaukee Brewers Game – wiscleaners.com

August 28 – SAVE THE DATE! Minnesota Cleaners annual meeting – www.minnesotadrycleaners.org

September 9 – CLA Live Connect, Des Moines, IA: Coin Laundry Meeting – www.coinlaundry.org

October 8 – CLA Live Connect, Bloomington, MN : Coin Laundry Meeting – www.coinlaundry.org

3750 Dunlap Street North
Arden Hills, MN 55112
651-646-7521
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

WCS™ Wet-Cleaning Systems AQUA VELVET and HYDROCON

The Minnesota Chemical Company partners with Pariser to Further Their Commitment to the Environment.



The only US EPA Safer Choice certified wet-cleaning chemical line available in the industry.

Pariser offers two products which comply with the Safer Choice standard, a program developed by the US Environmental Protection Agency (EPA) for stringent chemical ingredient evaluation. The Safer Choice label deems the products safer, without compromising on quality or performance. Pariser has been a Safer Choice partner since 2009.



Pariser Minnesota Chemical Team from left: Brent Hendrickson, John Sullivan, Chris Schiefelbein, Tim Hush, James Riopel



Coin Laundry

Galaxy Controls for Huebsch® Washer Extractors

MAXIMUM REVENUE

OPTIMIZE EFFICIENCY

EASY TO USE

Huebsch Galaxy, vended laundry's most innovative control system, brilliantly combines advanced features and intuitive operation to deliver laundromat revenue unlike anything else in the industry. And with the support of Huebsch Command™, you can put all these amazing features to work for you anywhere there's an internet connection.



- Multi-Level Vend Pricing allows you to charge extra for warm or hot water, resulting in improved profitability.
- Cycle Modifiers offer customers additional options and flexibility for their wash needs while bringing laundromat owners another powerful, revenue enhancing feature.
- Time-of-Day Pricing enables price variations throughout the day, helping you manage peak laundromat customer usage and compete for new customers.
- 24 Customizable Cycle Selections provide customers with options to optimize vended laundry machine wash results for various loads while creating added revenue opportunities for laundromat owners.

Equipment

New Milnor Washer/Extractors at List Price

– MWT18E4, 45#, EP One Touch Micro, 3 Speed, 208/240/60/1/3.....	\$8,225
– MWT18X4, 45#, EP Express Micro, 3 Speed, 208/240/60/1/3.....	\$9,355
– MWT18J6, 45# EP Plus Micro, Temp Control, 6 Speed, 208/240/60/1/3.....	\$9,785
– 30015T6X, 40#, EP Express Micro, RinSave, 4 Speed, 208/240/60/3.....	\$13,855
– 30015VRJ, 40#, EP Plus Micro, Temp Control, RinSave 7 Speed, 208/240/60/3.....	\$15,435
– 30015V8Z, 40#, MilTouch Programmer, Temp Control, RinSave, 7 Speed, 208/240/60/3.....	\$17,045
– 30022T6X, 60#, EP Express Micro, RinSave, 4 Speed, 208/240/60/3.....	\$14,785
– 30022VRJ, 60#, EP Plus Micro, Temp Control, RinSave 7 Speed, 208/240/60/3.....	\$15,945
– 30022V8Z, 60#, MilTouch Programmer, Temp Control, RinSave, 7 Speed, 208/240/60/3.....	\$17,545
– 36021V5Z, 80#, MilTouch Programmer, Temp Control, RinSave, 7 Speed, 208/240/60/3.....	\$23,695
– 36021V7Z, 80#, MilTouch Programmer, Temp Control, RinSave, 7 Speed, 208/240/60/3.....	\$27,565
– 36026V5Z, 100#, MilTouch Programmer, Temp Control, RinSave, 7 Speed, 208/240/60/3.....	\$26,735
– 36026V7Z, 100#, MilTouch Programmer, Temp Control, RinSave, 7 Speed, 208/240/60/3.....	\$30,795

- 42026V6Z, 140#, MilTouch Programmer, Temp Control, RinSave, 7 Speed, 208/240/60/3.....\$34,565
- 42030V6Z, 160#, MilTouch Programmer, Temp Control, RinSave, 7 Speed, 208/240/60/3.....\$37,735

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, Non-Reverse, various voltages \$5,055
 - Huebsch HT055FN, Gas, 50#, Dual Digital Timers, Non-Reverse, Slimline passes through 34.5" doorway, various voltages \$5,331
- 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 \$5,562
 - Huebsch HT075FN, Gas, 75#, Dual Digital Timers, reversing, various voltages \$6,204
 - 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

Drain Trough - size it right for your laundry operation

When designing a laundry one very important item is to have the right size drain trough for your washers. A drain trough stores water when your washer or washers drain, allowing water to flow to your drain. You could have multiple washers with 3" or 4" drains but only one 3" floor drain.

You need about ½ cu' trough storage per 10# washer capacity. We have a chart to that we would be happy to send you. Example two 60# washers need total 6.0 Cubic feet trough - 4 ft. long x 1.5 ft. wide and 1 ft. deep.

There are 2 kinds of drain troughs - cement trough formed in floor or a polypropylene that be placed into the floor or on top of the floor.

Drain trough need a removable screen that needs to be cleaned often. A good screen is ¼ inch chicken wire - roll it up and put it in the drain to stop lint from plugging your drain. When it gets full replace it.





Parts Ideas from Barb

Follow Paddy O' Malley to see where he goes.
He's cleaning and pressing the finest of clothes.

His suits and apparel are of ancient old,
They're exquisite, dapper and as good as gold.

Paddy – tell us your secret to your genuine attire?
Your dignified appearance is something we admire.

"The gravity feed bottle iron is a wise choice.
I use the soft touch thumb switch to keep it crisp and moist.

Delicates or linens that require special care,
Sapporo's All steam iron is key for formal wear."

Thank-you Paddy for that splendid advice.
Now we know how to keep our garments nice.

Paddy said, "Farewell, I've enjoyed our chat."
With a respectful bow he doffed his hat.



2019 Novel Coronavirus

Minimize The Risk

- Follow all public health recommendations and guidelines
- Wash hands frequently with soap and water
- Use an alcohol-based hand rub
- Clean and disinfect surfaces and high-touch objects with approved disinfectants
- Ensure availability and proper training of personal protective equipment (PPE)
- Minimize close contact with persons who have symptoms of respiratory illness

ECOLAB®

Everywhere It Matters.™

Reduce your risk of coronavirus infection:

- Clean hands with soap and water or alcohol-based hand rub
- Cover nose and mouth when coughing and sneezing with tissue or flexed elbow
- Avoid close contact with anyone with cold or flu-like symptoms
- Thoroughly cook meat and eggs
- No unprotected contact with live wild or farm animals

An estimated

80%

of **ALL** infections are transmitted by hands

Hand washing can reduce the risk of respiratory infections by

21%

97%

of people **don't** wash their hands adequately



Wash hands frequently with soap and water or use alcohol-based hand sanitizer.



Avoid close contact with anyone with cold or flu-like symptoms.



Consult with local health authorities on all necessary procedures and up-to-date information.

To learn more about Ecolab's offerings for disinfectants and hand sanitizers, contact your local sales and service representative.