



A Weinberg Word for Dry Cleaners

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Learning the Hard Way

As most of you know Weinberg is a fourth generation company. I have prided myself on starting my career at Weinberg from the bottom up. I started in the warehouse at a young age and have been involved in every facet of the business. Recently we had some challenging staff changes which led me to realize how much of the company I was not familiar with.

I spend roughly 60-70 hours a week at work. I am not afraid to work hard, get my hands dirty and learn new things. I have recently spent a lot of time working on spotting, marketing, wet cleaning and coin laundry. I discovered during these difficult times, when you are the owner; you pick and choose what you want to learn. That's when I realized I have not really learned these new things; but have simply been introduced to them.

Until you actually have to do something on your own you really never have a full grasp of the process. Had I spent more time doing the spotting myself, writing marketing material, training wet cleaning in plants and fully laying out a coin laundry, I would have been ahead of the game. I am glad that I have become familiar with all these duties; it will help me to run a successful company.

My advice to anyone in the dry cleaning, coin laundry or OPL business is to make every effort to truly be a part of every aspect of your business. Spend time acquiring hands on training and doing the work yourself.

As always I appreciate your business.

David Weinberg, President

Don't Be Without!

**If you are not using Sodium Perborate
in your plant you should be.**

Sodium Perborate is an excellent product for removing stains on most washable items. This product is safe for most colors and fabrics. Sodium Perborate has been used as a bleaching product by the cleaning industry for years. Drycleaners and Launderers have used it to clean everything from shirts to wedding dresses. It is one of the gentler bleaching options available; however since it is bleach, it should be tested for colorfastness prior to use.

Sodium Perborate is most effective in a long, warm soaking bath. Use 1 oz of product to one gallon of water and soak 6-24 hours depending on the age and type of stains. Adding an ounce or two of NSD (neutral synthetic detergent) will give the sodium a boost. Give the garments room in the soaking tub and plenty of time. One caution- sodium perborate is an alkaline bleach do not use it on silk and wool. A drawback of sodium perborate is its need to be activated at an elevated temperature, so keep it warm (100-120F). Weinberg supply has sodium perborate available in 7# jars and 50# bags.

<p>SAVE THE DATE! MCA Allied Trades Annual Golf Outing September 14, 2011</p>
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Welcome Back



Dan Allen was an employee of Weinberg from May of 2004 until August of 2008. At that time Dan moved to Florida to care for his Mother. Recently Dan decided it was time to move his mother back to Minnesota. It was perfect

timing, Lars Danielson, who filled Dan's position decided to move on and start his own business. Dan now is back with Weinberg, running the territory he previously held. Both Weinberg and Dan are very happy.

A New Face



As everyone in business knows, hiring and training new employees can be a daunting task. For Weinberg one of the most important and complex jobs is that of a driver. Our drivers not only deliver and put away the customer's product, but they also

help pick orders in the warehouse. When we found ourselves short a driver, we tried something new. We put an ad on Craig's list and got uncountable calls and emails. Since our job is so specific – the applicant needed to be hazmat certified and have a Class B license- we thought finding a qualified applicant would be a big challenge. Armando Pedrosa was one of the first of nearly 50 people to call. He was qualified, energetic and pleasant. Naturally we interviewed many other people but in the end we hired Armando. Armando is originally from Costa Rica and currently resides in St. Louis Park. He enjoys working on cars in his spare time, and is excitedly awaiting the arrival of his first child in mid August. Weinberg is pleased to have Armando join our staff.

Safety First



It always seems to take an accident to make you look at how safe you are, whether in your car, at home or at work. A few weeks ago Weinberg had a forklift malfunction and it

fell over the edge of our ramp. Luckily our employee was able to jump off and was not hurt. Whether your employee is working a press, washer, floor scrubber or any other piece of equipment, it is imperative they know the proper procedure for reporting faulty equipment. Even if it seems like a minor problem, it can become something much greater. Safety does not only apply to equipment but to your entire facility. Please take some extra time to review your business for safety policies. Seemingly minor items can turn into major accidents that you don't want to deal with.

Upcoming Event!

Union Maintenance School

given by:

Vick Williams, Union's Engineer
John Anderson, Service Mgr. Weinberg Supply
Ken Bazille, Adco Service Representative

Learn how to maintain your equipment properly. Details to follow.



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