

A WEINBERG WORD FOR DRY CLEANERS

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THE OFFICIAL NEWSLETTER OF



WHAT DO YOU NEED? WE CAN HELP.

I can't tell you how often I visit plants or talk to customers and hear, "I didn't know you carried that." I realize we do not have a catalog or a web site that lists all of our products, and there is a reason for that. We do not sell only the specific items we have in stock. We attempt to supply whatever is needed in a dry cleaning plant. Of course, we cannot supply every item for every customer, but we can certainly be your first source. One thing that sets Weinberg apart from our competition is that we are willing to do whatever it takes to find you the products, services and solutions that will help you run your business better.

Weinberg also has a staff of individuals who have years of dry cleaning experience. Sometimes talking with them can make all the difference. They may have dealt with the same issue you are dealing with or at least be able to provide you

***Remember: we spend our days
in different dry cleaning plants.***

with ideas. Remember, we spend our days visiting different dry cleaning plants. This means our staff is exposed to the many different ways plants operate.

Just recently, we were contacted by a customer who needed a larger, more solid drapery hanger. We were able to find a 22" aluminum hanger. Another customer needed gift bags for a wedding. We had tubular, printed bags made to fit beach towels. Other times, the necessary items have been as simple as a white paper bag, printed collar stays or equipment parts. With the Weinberg staff, our access to hundreds of distributors, and our continuous contact with dry cleaning plants, we can assist you with any product, service or solution you are looking for.

As always, I appreciate your business,

David Weinberg, President

DUANE AT ST. CROIX CLEANERS

Owners know that good employees are hard to find. Polly Nemec, owner of St. Croix Cleaners, had this to say about one of her employees:

"The St. Croix Cleaners' team is proud to have Duane Schumann as Restoration Production Manager. Duane is the first in the state of Minnesota to earn the designation of "Certified Professional Wetcleaner" (CPW) from the DLI. Duane specializes in vintage garments, costumes, wedding gowns and other delicate garments and textiles. He has been recommended by the textile conservator at the Minnesota Historical Society."



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NEW PRODUCTS: KHAKEE KLEEN AND STINGER

Thanks to all who attended our recent wet cleaning seminar. Since that seminar, many customers have inquired



about two new products we introduced:

Khaki Kleen and Stinger. Both of these products are Adco/Laidlaw chemicals. Weinberg is

adding these two products to existing wet cleaning systems in the field. However, customers who are not using Wascomat wet cleaning systems can also use these products. Although they are part of the wet cleaning system, they can be used independently in any washer. The benefits are definitely worth exploring.

When using Khaki Kleen and Stinger in combination, they all but eliminate the need for pre-spotting. These products work wonders on khakis, cotton and polo/golf shirts. They remove marks around the pocket area, collar rings and general soil. An additional product, Formula Z, can also be added for removal of grass stains and ground-in soil.

Please see your Weinberg representative for samples, pricing and recommended product amounts.

Your Weinberg Supply Staff

SIoux FALLS GOES GREEN

ShIPLEY's Laundry is a staple in Sioux Falls, where they have been processing commercial laundry and dry cleaning at their downtown plant for over 100 years. In May of 2009, the dry cleaning department was moved offsite. This significant decision was actually made for the company when the commercial department grew too large for the current floor plan. When it was evident they had no choice but to move part of the company offsite, they decided it would be the dry cleaning department. This situation also presented the opportunity to completely retool their dry cleaning equipment, and the owner Gerry decided it was time to go green.

There are currently no cleaners in Sioux Falls using alternative solvent or processing wet cleaning with a Wascomat/Adco-Laidlaw system. Gerry and the ShIPLEY's staff made the decision to be the first with a purchase of a hydrocarbon union dry cleaning machine and Wascomat wet cleaning system. They moved a few of the existing dry cleaning presses from their old

location, but as a whole purchased new, updated tensioning equipment.

These pieces included a Unipress tensioning topper and form finisher and a hi-steam tensioning Sam. They also invested in a sweater table and several new hot head pieces. As you can see from the picture below, the plant is absolutely beautiful. We appreciate Gerry and the ShIPLEY's staff working with Weinberg on this project.

