

A WEINBERG WORD FOR LAUNDERERS

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THE OFFICIAL NEWSLETTER OF



WHAT DO YOU DO?

Through visiting our laundry customers, I have come to realize that it is challenging to understand Weinberg's relationship with our chemical partners. I am hoping that I can shed some light on how this works.

Weinberg is a distributor for four main chemical lines: Ecolab, VSS, WSI and Gurtler. This means we stock, deliver and bill for these products. Regarding VSS, WSI and Gurtler, Weinberg has limited control over the pricing of the products. We can assist the chemical company in determining what pricing

Weinberg can assist the chemical company in determining what pricing structure works best for the customer involved.

structure works best for the customer involved. Ecolab is a slightly different situation, however. Ecolab solely sets their chemical pricing. Weinberg does not have the ability to change, adjust or control price increases with the Ecolab chemical line.

The chemical lines also vary in their ability to sell products directly to the customer. WSI, VSS and Gurtler products must be sold through a distributor such as Weinberg. Ecolab can be sold directly from Ecolab to the customer.

Working with a distributor offers many benefits. Distributors have skilled salespeople who visit customers on a regularly scheduled basis. The salespeople take inventory and are responsible for making sure the customer has enough product and does not run out. Weinberg stands behind this. As long as the customer

orders what our salesperson recommends, we guarantee you will not run out of any product we supply. In the unlikely event that this does happen, we will get you the product ASAP. You will not be charged any delivery or service fee.

In addition, our salespeople can act as a second set of eyes to the chemical representative. They will look for product issues, service issues and assist the staff with any issues they may have. Because Weinberg stocks hundreds of products, we have access to other chemicals and spotters that your chemical representative may not have.

Weinberg has a big advantage over other distributors as well. Weinberg delivers using our company-owned trucks. Our drivers will put the product in the place

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chosen by you. They will even change a drum of product if needed. We can also take any empty drums larger than a 5 gallon at no charge. And as long as the order is on our regular truck schedule, meets the minimum order requirements, and the customer places the recommended order, we do not charge for delivery.

If you are not currently using a distributor, please call me to discuss your options.

David Weinberg, President

SERVING TIME

Recently, a few Weinberg Employees served some time in the Blue Earth County Jail. Thankfully, it was to install laundry equipment and an inmate storage system.

This summer, Blue Earth County will open a new jail. The washers, dryers and storage system will be used to process inmate garments and store their belongings. Each inmate receives an individual bag upon booking and their garments and other personal

property are placed in the vented storage bag. The conveyor system then stores and tracks the bag until the inmate is released or transferred.



The Blue Earth County Jail

DO YOU WANT TO BE A HERO?

If you work in the hospitality industry, you have probably dealt with a customer or two who was missing a button on a shirt or was in need of a collar stay. Most hotels do not provide these items or have them available for sale. However, this may be something to consider. Dry cleaners do their best to

replace buttons, de-lint garments, put in collar stays and tack hems. However, sometimes these items just get missed. You could be a hero to your guest by providing these items.

Simply providing these few options could set you apart from your competition.

Weinberg supplies items such as small packages of collar stays, temporary replacement buttons, individual lint rollers and hem tape. Simply providing these few options could set you apart from your competition. Just think: if you help a guest in need, you have a customer for life.

Please contact your Weinberg Representative for samples, pricing and additional information.

