

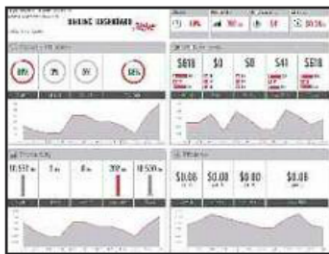
WOW

Look at that!

There is no possible way to describe everything that was new and different at the Clean Show in terms of booth offerings, but we've rounded up impressions from our staff (in no particular order) of things that stopped them in their tracks.

UNIMAC'S TOTALVUE

The UniLinc system that enables operators and managers to access detailed information about a particular machine just got better. The TotalVue dashboard is a cloud-based live information system to give real-time evaluation of each cycle and machine. It can be added to machines that have the UniLinc system as far back as 2007 for washers and 2011 for dryers. Five beta sites have tested the interface and found it to be much more user



Unimac

friendly and accessible. "Prior to this, many operators were just guessing at benchmarks," said Bill Brooks, North American sales manager. "Now they can choose which particular aspect of the operation needs improvement and get a real cost-per-pound evaluation." Information is available in easy-to-interpret reports that can be delivered via email to appropriate management members (and can include multiple or single locations and even single machines) to pinpoint where costs are out of line. For more information: www.unimac.com.

FOLTEX'S FLEXSTACK AND FLEXFOLD

An experienced person can hand stack 900–1,100 shop towels or flat pieces per hour. The new FlexStack leaves them in the dust, it stacks 1,800–2,000 pieces per hour.



Foltex

The machine never loses count either (a problem for human stackers). The machine can also manage up to one fold, as well as flat stacking. FlexFold can do up to three cross-folds, including thermal blankets, because the fabric belts have been replaced with elastic ones that automatically adjust to the thickness of the items being folded. The belts last two years

and are operator replaceable. "We tried to find the weak points in other machines and then engineer them out," said Arnaud Henrard, company president and owner. All parts that require lubrication in the folding machines have been replaced with easy-to-replace belts that are said to last through millions of pieces. "We've had a lot of interest from Canadians at the show," Henrard said. For more information: www.foltex-usa.com.

REVIEWMYDRYCLEANER.COM

One of the offerings at the booth for BeCreative360, which offers creative marketing services specifically for dry cleaners, is a program that can prompt your customers to leave good reviews for you online. According to the company, 92% of consumers use online reviews to decide whether or not to try a business. Your top customers are solicited for their reviews via email, and the reviews are fed to all the common interfaces like Google, Yelp, Yahoo, Facebook, etc. If a review is 'poor' or 'substandard', you receive an email alert that gives you a chance to rectify the situation and boost the review before it goes live. For more details: www.reviewmydrycleaner.com.

JENSEN NEW EQUIPMENT

The large Jensen booth could be a bit overwhelming to a Clean attendee, but personnel were quick to point out the latest and greatest. Jenfeed Express is said to be the world's first three-station feeder for single sheets. This is not a prototype machine, and was based on the successful two-station feeder. While we were watching, they had a screen mounted above the feeder to show the speed of the work. Also on display was the Jenfold Classic SW, described as the first cross-fold section that reaches to 7'9" in width to accommodate larger king sheets that are in the market. A new OPL washer/dryer line was on display, as was a garment sorting/folding system useful for hospitals and indus-



Jensen

trial wear, which folds these uniformly made garments quickly and efficiently. For more details: www.jensen-group.com.

XEROS DRYERS

There was lots of attention paid to the polymer-bead technology of the Xeros washer, but now it has a friend in the washroom – a high-performance dryer that has shorter dry times to accommodate and complement the washer. It features an inverter system for soft starts and less wear and tear, fire suppression inside the dryer, self-cleaning lint system, reversing drum to unrope sheets and garments, and a steel-welded cabinet. You can expect to see case stories about Xeros in our pages in coming issues, as three Canadian companies were among those who purchased at the show.



Xeros

HLAC REVISION OF ACCREDITATION STANDARDS

Though not a machine, the new Standards document unveiled by the Healthcare Laundry Accreditation Council will affect machines throughout the system. HLAC is the authority on laundry standards for the preparation of hygienically clean, reusable health care



(L) Philip Sharpe explained the new HLAC document.

textiles for patient care. Its voluntary accreditation standards establish the minimum acceptable practices, though operators can choose to exceed the standards. Initially created in 2006, the Accreditation Standards were revised and updated in 2011, and have now been streamlined to reduce redundancy, e.g., many items that were marked 'shall' are now marked 'must'. The standards go into effect January 1, 2016. For more information: www.hlacnet.org.

EZPRODUCTS INTERNATIONAL'S HANGERMAGIC

The HangerMagic machine only takes up a few feet of space on a table, but it pumps out hangers. A roll of 14- or 12-gauge wire (thinner 16- or 17-gauge is most common today) is placed at one end in a holder, and fed into the WireMagic wire straightener. The operator adjusts for the hook length (three different hook heights) and hanger size (17", 18", 19", 20" or 21" shoulder width) and enters the number of hangers desired on a touch screen control. Press 'start' and the machine will make up to 1,000 hangers. "We use stiff, American-made wire," said Diane Rue. "The hangers work well in any auto-assembly system. Hangers are said to be made for less than 5¢ each. Rue showed us an animated demo while customers crowded around the machine itself. For more information: www.ezpi.us.

LIBERTY COMPUTER SYSTEMS DUMPS THE PC

Diane Rue with HangerMagic demo video.



Rick Mugno demos Liberty's tablets.

There was a lot of chatter on the Fabricare Forum before the show about a company offering POS software on tablets and other devices, rather than having a bulky computer on the counter. Liberty Computer Systems offers touch screen interface on a tablet, with information such as customer data stored in the cloud (and not on the tablet, where it would be easy to remove). The software also offers a delivery route module (iRouteControl) and a customer app (iDryClean) for expediting the ordering process. An online demonstration can be seen at www.libertycomputers.com.

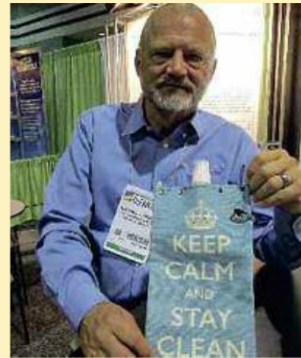
TINGUE MODROTO ERGONOMIC LAUNDRY CART

The company has replaced its 72P (a classic workhorse for moving and storing laundry and linens) with the new 72Ergonomic™ laundry cart, which is made from polyethylene and features removable cargo netting to secure linens for transport. The new 72Ergonomic laundry cart has larger eight-inch wheels (making it easier to transport), and a steel-encased base said to be stiff, strong and rustproof. It also has a spring-loaded platform to bring the laundry to a safe height for lifting without bending.



Tingue 72Ergonomic™ Laundry Cart

CLEAN SHOW LIGHTHEARTED MOMENTS



Mike Burdine of Laundry List.

'KEEP CALM AND STAY CLEAN'

Over the past decade, the World War II expression 'Keep Calm and Carry On' has been reproduced and parodied around the world, and appears on myriad products. Not to be outdone, The Laundry List drew a lot of attention to its booth by distributing 500 light-blue bota bag style wine-and-beverage canteens bearing the words 'Keep Calm and Stay Clean'.

"We wanted to have something different at our booth that nobody else was giving away," said Mike Burdine of The Laundry List of Sherman Oaks, CA. Business partner Brian Cohan came up with this unique idea. The Laundry List, in existence for 15 years, is the largest supplier of used laundry equipment in the United States. "We also design and build laundries," said Burdine. "And we've recently completed big jobs in Edmonton and Toronto." In addition, The Laundry List gave away 2,000 little USB car chargers.

THE SPORTIEST BOOTH

Avid golfer Les Krzywy, vice-president of Image Distributors of Calgary, received a yellow golf jersey and a pair of flamboyant Loudmouth Golf knickers sporting a large blue, yellow and white diamond pattern – a gift from B&C Technologies of Panama City, FL, in honour of Image being the company's top North American distributor. "I like the colours," he commented. "I love my new golf knick-



Image's Les Krzywy (center) in his award outfit.

ers and I'm going to golf in them. I golf in knickers."

"B&C didn't want to have just a standard booth," explained Catharina Whitehead, Chief Financial Officer. "Everybody has laundry machines in their booth, so we came up with sports theme days." Inspired by pro golfer John Daly's flamboyant style on the golf course, the B&C folks decided to wear Loudmouth attire while paying homage to the company's Swedish roots with national colours of blue and yellow.

EMBROIDERY MACHINE

Humming away at the front corner of the Chandler Machine USA booth was a Meistergram bridge-type embroidery machine – a colourful American eagle was being stitched onto a black T-shirt.

Awesome embroidery in action.

