



Visit our website at
<http://www.rmfa.org>

NEWSLETTER

SERVING THE DRYCLEANERS OF COLORADO, UTAH AND WYOMING

CAN YOU BELIEVE IT?

FREE ENVIRONMENTAL ADVICE FOR DRY CLEANERS!!

COME JOIN US ON SEPTEMBER 19, 2002

LEARN THE BASICS ON HOW TO COMPLY WITH THE MOST COMMON ENVIRONMENTAL REGULATIONS AFFECTING DRY CLEANERS!



This past week, I met with Joni Canterbury from the Small Business Assistance Program

(SBAP) at the Colorado Department of Public Health and Environment. She reviewed my dry cleaning operations to ensure I was in compliance with applicable environmental regulations. She personally introduced me to the Guidebook to Environmental Compliance for Colorado Dry Cleaners, "**Pressing Concerns**". What a wealth of information!

The SBAP specializes in assisting dry cleaners and other small businesses in identifying and understanding environmental requirements that may affect your business. The SBAP exists to help educate small businesses on the Do's and Dont's of regulatory compliance. And best of all, it's free and confidential!

For those new to the dry cleaning industry, there are a myriad of regulations we may not understand: Air Regulations, Water Regulations, Waste Regulations. Joni was able to clarify many difficult areas and help me understand what I need to do to comply.

Some examples of Joni's assistance are:

1. Where do I file all these pesky forms? How often? Why?
2. Am I required to inform someone when I add or remove a dry cleaning machine? Who do I contact?
3. Are air quality regulations the same as water quality regulations? If not, how are they different?

Continued on page 3...

RMFA ANNUAL CONFERENCE COLORADO SPRINGS - March, 2002 A VENDOR'S PERSPECTIVE

Kathy Cochran - Liberty-Pittsburgh



BRRRRR!!!

Who planned this Annual Conference for the coldest month of the year? Not only was it cold but also the blizzard caused a very difficult drive from Denver to Colorado Springs. Especially for a lady from Dallas! Nonetheless, the

experience was very rewarding and we all had a fun time.

I am here to ask all of you - if this lady from Dallas could make it - well, where were all you tough westerners? Although the weather kept many away, most of the vendors, like myself, were extremely pleased with RMFA's Annual Conference and the turnout.

In previous newsletters, RMFA informed you of the results of the Annual Conference. I was asked if I would take a moment to offer up a vendor's perspective on the event.

From Liberty-Pittsburgh's point of view, I was able to visit with many current and prospective customers. The cost of an exhibit table was very reasonable and the return was certainly well worth the investment. Exhibitors were provided with ample time to meet with customers and share their latest product offerings. It was also a pleasure to see owners and managers of the various dry cleaners having the opportunity to discuss common issues and share ideas.

Continued on page 3...

IN THIS ISSUE:

Utah Update.....	2
IFI News Release.....	3 & 7
Professional Wetcleaning.....	4-5
Training Seminar.....	6
Education Committee.....	7



**ROCKY MOUNTAIN
FABRICARE ASSOCIATION
2002-2003
BOARD OF DIRECTORS**

PRESIDENT

Paul Mandeville
Mountain High Cleaners
Lakewood, CO
303-987-1394
Fax: 303-986-2082
pamandeville@aol.com

VICE PRESIDENT

Richard Reese
Your Valet Cleaners
Ogden, UT
801-394-2645
Fax: 801-621-3352
rric24085@aol.com

SECRETARY

Blenda Bracco
Do Rite Cleaners
Pueblo, CO
719-544-0591
bbl2bbb@aol.com

TREASURER

Nelson Schroeder
Apple Annie's Washouse
Fort Collins, CO
970-229-9262
Fax: 970-204-4901
washouse@webaccess.net

PAST PRESIDENT

Brad Ewing, CED
Nu-Way Cleaners
Greeley, CO
970-356-5446
Fax: 970-352-1422
bewing@thecleaners.com

AT-LARGE REPRESENTATIVES

Jim Nixon

Nu-Way Cleaners
Greeley, CO
970-353-7873
FAX: 970-353-2869
jnixon@thecleaners.net

Jim Shattig

Camelot Cleaners
Fort Collins, CO
970-484-2941
FAX: 413-845-7504
jvshattig@aol.com

Sharon Dutcher, CED

Faye's Laundry & Dry Cleaners
Layton, UT
801-544-0281
FAX: 801-444-1145
dutch@readytek.com

Roger King

CWK/Comet Cleaners
Grand Junction, CO
970-248-0964
FAX: 970-256-1608
comet@gj.net

Darrell Podbevsek

Troy Cleaners
Glenwood Springs, CO
970-945-5466
FAX: 970-945-2735
troycleaners@sprynet.com

Eric Peterson

Leather & Lace Cleaners
Colorado Springs, CO
719-597-6656
FAX: 719-597-6696
rmsl85@juno.com

Paul Kaneko

Mr. Robert's the Cleaners
Salt Lake City, UT
801-266-1920

ALLIED TRADES REPRESENTATIVES

Richard Right

Katzson Brothers, Inc.
Denver, CO
303-893-3535
FAX: 303-893-2287
right@4dv.net

Bob Blacker

R.R. Street's
Evergreen, CO
303-679-0387
Robert_Blacker@msn.com

Joe Blaha

Katzson Brothers, Inc.
Denver, CO
720-374-1368
FAX: 303-373-1323
elbridge45@hotmail.com

Roland Dobbins

Seitz, Inc.
Littleton, CO
303-979-5448
FAX: 303-979-1180
rdobnitro@aol.com

Visit our website at <http://www.rmfa.org>

Executive Director

Gary Leeper
11166 Huron Street, Suite 27
Denver, CO 80234
303-433-4446 Fax: 303-458-0002
gary@imigroup.org

UTAH UPDATE

By: Sharon Dutcher

I am so excited! We now have two additional Utah members serving on the RMFA board of directors. Richard Reese and Paul Kaneko have many years of experience in the dry cleaning field and both are highly respected by their peers. They will bring fresh ideas and a Utah perspective to RMFA board meetings.

Richard Reese has been at "Your Valet Cleaners" for seventeen years. He started as counter attendant/floor sweeper and worked his way up. Along the way, he has done every job in the plant. He graduated from the IFI Resident Dry Cleaning School in 1989. That same year he also attended the Kirk's Suede and Leather course.

Richard thinks the best part of being a dry cleaner is being a part of the exciting changes that are sweeping the industry. He has been instrumental in bringing Green Earth solvent into Utah. "Your Valet " now has three machines using this new solvent and so far, it has been a positive experience. Richard has accepted the position of RMFA Vice President for the next year.

Many of you already know Paul Kaneko from his many years installing and maintaining dry cleaning equipment. Paul also started at the bottom and worked his way up. At age 12, he was chief hangar-maker and go-fer. By his early teens, he was the fill-in presser and counter attendant. When he was 18, he decided his real talent lay in the mechanical and maintenance end of the dry cleaning business and started his own company.

Paul has spent the last three decades alternately working as an independent contractor and as the installation/maintenance half of "Alliance Equipment". Currently Paul maintains the equipment exclusively for the 14 "Red Hangar Cleaners" stores. He and his wife Marge also own "Mr. Roberts, the Cleaners".

These two men are valuable resources for RMFA members and we are so glad that they agreed to donate their time and knowledge to our board of directors. Thanks to both of you for joining the team!

RMFA MISSION STATEMENT:

The purpose of the ROCKY MOUNTAIN FABRICARE ASSOCIATION is to enhance the image and viability of the fabricare industry through education, and development of the skills, talents and professionalism of its membership.

RMFA PURPOSES AND OBJECTIVES:

To promote, develop and protect the interests of the garment and textile maintenance industry. To improve the quality of services rendered by industry by providing an opportunity for the exchange of experiences, ideas and opinions through meetings, discussion and educational programs. To develop and encourage the practice of high standards and professional conduct and safety within the workplace among the membership.



These are many other questions will be addressed at the upcoming RMFA "Town Meeting" to be held on September 19, 2002. Come and join us! It's free, it's educational, and best of all SBAP is here to **help** all of us become more knowledgeable cleaners.

If that's not enough, come for the camaraderie with your peers and the free food! We will inform you of location, times, and all the other details as we get closer to the date.

Mark your Calendars for September 19, 2002 and Plan to Attend!

We were also given the opportunity to attend various presentations by different speakers, covering such subjects as: alternative solvents, customer service concerns and cost controls. I think the entire audience was thoroughly pleased to learn such valuable information.

Remember, when you need paper products for your dry cleaning business, be sure to consider Liberty-Pittsburgh products. We are at the forefront of innovation. OK - an unabashed pitch from this vendor! After all, I have to use up my allocated space!

IFI ANNOUNCES NEWLY FORMED PARTNERSHIP WITH THE NATIONAL FEDERATION OF INDEPENDENT BUSINESS

Members Gain Access to the Resources of the Premier Drycleaning Association and the Nation's Leading Small Business Group

The International Fabricare Institute has formed a partnership with the National Federation of Independent Business (NFIB) whereby members of IFI can join the largest small business lobbying organization in the U.S. at a significant savings. For the special low rate of \$50 a year, IFI members may join NIFB and benefit from increased political clout and money-saving opportunities that only NFIB, IFI, and its Joint Affiliates can offer. This represents a tremendous savings over the cost of an average NFIB yearly membership and is only available through IFI.

NFIB has been the voice of small business for almost 60 years. With more than 600,000 members, NFIB is the No. 1 business lobbying organization in Washington, D.C. and the third most influential lobbying force among all organizations, according to Fortune magazine. Noting a string of lobbying victories, the Washington Post reported last month that the "once-obscure trade association now enjoys coveted status in Congress and the White House."

The partnership offers the best of both

worlds to IFI members. While day in and day out drycleaning operators churn out hundreds of pounds of clothing and deal with issues unique to their craft that IFI is intimately familiar with, drycleaners are also small business owners and face the same issues thousands of small business owners across the spectrum confront. In that respect, NFIB possesses resources beyond IFI's scope that can help IFI members navigate the intricacies of owning and operating a small business and combat legislation onerous to small business.

"Our partnership with NFIB further solidifies IFI's position as the association that offers drycleaners the best combination of services and government advocacy," IFI CEO Bill Fisher said. "When you consider the value-added benefits we have already cultivated for our members, such as the APPI Energy Buyers Program, the doors that are opened in terms of savings potential by belonging to NFIB, and the state-level support you get if you are in one of the states of our Joint Affiliates, that is an unmatched combination."

Fred Milligan, NFIB's Director of Association & Group Markets, said: "This is the perfect strategic alliance between two very prominent organizations. It is definitely a win-win for everyone who chooses to take advantage of this partnership. We are honored to have IFI as part of NFIB." "NFIB has proven that there is strength in numbers," Fisher added. "The more cleaners that take advantage of this unique opportunity, the better we will be able to serve the industry as a whole."

While IFI works vigorously on behalf of drycleaners, NFIB lobbies on state and federal issues that adversely affect small business in general, since its membership consists of a diverse group of small business operators. NFIB retains teams of legislative experts in Washington, D.C. and in all 50 state capitals that work on behalf of small business each day. Its public policy positions are dictated by the advice gleaned from regularly polling NFIB members on issues impacting small business.

In addition to political clout, NFIB

Continued on page 7...

Is Professional Wetcleaning Important in my Operation?

By Robert Blacker
R.R. Street's Co.

Does the sun always rise in the East? Does a one-legged duck swim in circles? The answer to these questions is a resounding YES! If wetcleaning is not part of your operation, you are doing yourself and your customers an enormous disservice, not to mention the additional business you are passing up by not offering this service. With the growing number of consumers purchasing casual wear and garments that are not "Dry-Clean Only", offering a professional wetcleaning service can provide your customers with more convenience and a better way to care for casual wear. Even with the latest improvements in home washing equipment and additives, professional wetcleaning can deliver results far superior than a customer can achieve at home. With a growing number of customers seeking outside services, the timing could not be better. Professional wetcleaning is much different than home washing. Through the use of specially formulated additives, and more accurate control of process parameters, garments that are wetcleaned will look better and have a longer useful life as compared to regular home washing. The definition of Wetcleaning is basically "the process of cleaning garments in water". Water is the solvent used in wetcleaning, as opposed to drycleaning in which garments are cleaned in perc or petroleum solvent. Unlike drycleaning solvents, which are non-polar and dissolve non-polar substances such as oils, greases and waxes, water is polar and will readily dissolve polar substances such as salts and sugars.

Just as in drycleaning, purposefully designed additives like detergents are required for the removal of soils in the wetcleaning process. Certain process conditions must also exist like in drycleaning to ensure the best wetcleaning results. In contrast to common laundering, wetcleaning implies precise and careful use of mechanical action, temperature and chemistry to minimize or avoid garment damage that otherwise might occur in water. For many garments, the wetcleaning process also requires exacting finishing work to restore the original size, appearance and hand of the item.

Although a wide array of equipment is available for wetcleaning, some quite sophisticated, the specific scientific principles of the wetcleaning process continue to apply regardless of the equipment used. Wetcleaning process techniques may be as simple as immersion by hand in a tub or pail or use of a home-style washer. Or, it may be as complex as using purposefully designed wetcleaning machines that incorporate automatic process controls. The particular process technique chosen depends

on the type and/or volume of garments requiring wetcleaning.

In addition to proper process techniques, professional wetcleaning requires skillfully using products which are purposefully designed for wetcleaning, and allow safe and effective care of all fabrics that should be cleaned in water. The products should help protect the fabric from damage during processing, effectively remove soils and prevent them from redepositing, and deliver a finish that is both desirable and necessary. Ultimately, the products need to help the fabric professional restore garments to their original "like new" condition. This cannot be accomplished by using your shirt laundry detergent, Tide, or any other store bought detergents.

To Ensure an Effective Wetcleaning Process

- ♦ Always check the care label and follow instructions as indicated, otherwise obtain permission from the customer to process other than recommended.
- ♦ When no tag is present, check for dye fastness, determine the fabric type, evaluate garment construction to assess feasibility for wetcleaning.
- ♦ Always remove solvent soluble stains prior to wetcleaning to prevent stains from becoming hard-set and more difficult to remove.
- ♦ Always classify according to color to prevent dye transfer.
- ♦ If the garment has more than one piece, make sure to wetclean all pieces to prevent subtle color differences.
- ♦ Measure several areas of the garment, or trace the outline of the garment on a piece of paper, so that the item can be reshaped if any shrinkage or distortion should occur.
- ♦ Accurately control water temperature to minimize thermal shrinkage. If in doubt, use cool water.
- ♦ Adjust the water level higher (no more than one gallon per lb. of fabric) for less mechanical action and lower (no less than 1/3 of a gallon per lb.) for more mechanical action.
- ♦ Fabrics made from low twist yarns that are loosely woven (i.e. garments that are soft,

Continued on page 5...

Insert Katzson Brothers Ad Here

Professional Wetcleaning Continued from page 4...

- thick and more elastic) should be subject to less, and sometimes no mechanical action.
- ♦ Fabrics made of high twist yarns that are tightly woven (i.e. outerwear, khakis, etc.) can withstand more mechanical action.
- ♦ Dry garments according to the care label. If no care label is present, use the no heat cycle or a drying table to minimize the potential for distortion.
- ♦ Finish garments to the same exacting standards employed for drycleaned garments

Wetcleaning can substantially minimize the potential for damage to those items with beads and sequins, solvent soluble dyes, and heavily stained with water soluble soils. Wetcleaning gives you the ability to provide an additional service to your customers, and capture a substantial portion of the casual wear market. IFI has just released a wonderful flyer to help you advertise this additional service to your customers. If we are to be considered professional cleaners, professional wetcleaning must be a part of our operation. For questions or advise concerning your wetcleaning needs, feel free to contact me at (303) 679-0387.

Robert Blacker
R.R. Street & Co. Inc.

R. R. Street & Co. Inc.



www.4streets.com

<ul style="list-style-type: none"> ■ Process Additives ■ Stain Removers 	<ul style="list-style-type: none"> ■ Filtration ■ Solvents
---	--

Your Local Street's Contact is Robert Blacker

Phone: 303-679-0387
Pager: 800-792-4093
E-Mail: robert_blacker@msn.com

Process Design & Products
For the Highest Quality Textile Care

TRAINING SEMINARS IN DENVER, CO

With instructor Roland Dobbins

I'll bet you often wonder whether these seminars we all talk about and promote are for real?

So, we thought we would show you our own Roland Dobbins - Instructor Extraordinaire hard at work teaching his students. This photo is from the recent Spotting Seminar held at Mountain High Cleaners on June 22nd.

The class, originally scheduled for June 8th, had a planned list of attendees numbering 22. Unfortunately, due to an emergency, the class needed to be rescheduled from the 8th to the 22nd.



With only 8 days to plan, not everyone could attend but nonetheless "the show must go on" so here's Roland training the die-hard souls who were able to make it.

From seminar attendees evaluation forms, Roland's classes always get high marks for presentation style, content and everyday usefulness.

UPCOMING RMFA'S EVENTS ARE:

Denver

Advanced Spotting	8/3/02	Saturday	All day
Customer Service	8/8/02	Thursday	4:00 - 7:00 p.m.
Finishing	8/10/02	Saturday	All day
Maintenance	8/15/02	Thursday	6:30 - 8:30 p.m.
Town Meeting	9/19/02	Thursday	4:00 - 7:00 p.m.

SBAP presentation by Joni Canterbury

Salt Lake City area

Customer Service	7/18/02	Thursday	4:00 - 7:00 p.m.
Customer Service	7/19/02	Friday	4:00 - 7:00 p.m.
Spotting	7/20/02	Saturday	All day
Advanced Spotting	TBD	Saturday	All day
Maintenance	TBD		
Town Meeting	TBD		

Locations for all events will be published at a later date.

Send your key people and show them they are valued!!

Invest your time and money in having a more knowledgeable and productive staff.

Do you have any ideas for other training classes you would like to see?? Let us know. We are here to serve the needs of all RMFA members. We welcome hearing from you. Call Gary Leeper at RMFA, 303-433-4446.

WHOLESALE CLEANING, SHIRT LAUNDRY, & ALTERATIONS

Jay Troy
303-698-9171



Continued from page 5.

uses the leverage of its 600,000 members to negotiate real savings that help members cut the cost of running their businesses. NFIB offers greater buying power on more than 25 products and services that are vital to small business, including shipping, computers, software, business information, financial services, health

care, and more.

"As a member of IFI and NFIB, drycleaners will receive real savings on opportunities and benefits to help keep their business growing," Jon Meijer, IFI's Vice President of Membership, said. "Those drycleaners who are already NFIB members already know what an outstanding organization it is, but by renewing

with NFIB through IFI they will realize a tremendous savings. For those IFI members who are not NFIB members, this opportunity is too good to pass up."

For more information on the IFI-NFIB program, contact IFI's membership department at 1-800-638-2627.

EDUCATION COMMITTEE

By: Joe Blaha

Just Because You Asked ...



It is mechanical tire kicking time again. Presented by me the man who has made a career of making the complex simple and the simple complex on Thursday evening August 15 @6:30. We are still

shopping for the right plant operator who would be gracious enough to allow a bunch of us to spend the evening in your plant to point at the pieces and parts on equipment. We will work together to develop a better understanding of the basic operation of the big toys in your shop the drycleaning machine and the steam boiler. We will cover some basic trouble shooting as well as maintenance. From previous seminars we have created a general mechanical notebook, which will also be provided.

Also I'm asking that all interested participants bring, if possible, an electrical test meter (your basic volts-ohms-resistance electrical tester). This is a Radio Shack standard for under 20 bucks and we'll make sure everyone can use the darn thing before we are done. I promise to keep it cheap and simple just like you asked. So I expect to see you there or I won't come either. Watch for the particulars shortly - Joe



10771 Morrison Road-Lakewood, CO 80227-(303) 969-8288-(303) 989-1202-(800) 444-4580

**CALL US FOR ALL YOUR DRY CLEANING AND LAUNDRY NEEDS...
WE ARE HAPPY TO RESPRESENT THESE FINE PRODUCTS:**

**SAILSTAR USA
HURST BOILERS
UNIPRESS
UNIMAC
MAYTAG COMMERCIAL
PARTS AND SERVICE**

LAUNDRY EQUIPMENT - SALES - SERVICE - PARTS - DESIGN

Check us out on the Web: www.cleandesigns.com



**ROCKY MOUNTAIN
FABRICARE ASSOCIATION**
11166 Huron Street, Suite 27
Denver, CO 80234-3339



**PRESORTED STANDARD
US POSTAGE
PAID
DENVER, CO
PERMIT No. 3698**

**Insert Katzson Brothers
Ad Here**