



**Spring
2023**

carolina clean



North Carolina Association of Launderers & Cleaners

4819 Emperor Blvd, Ste 400, Durham, NC 27703 • Phone: 919-313-4542 • info@ncalc.org

An Affiliate Association of the Drycleaning & Laundry Institute

Take the Mystery Out of Compressed Air

Sometimes we read an article that instantly provokes us to dig deeper. Don Desrosier's *National Clothesline* article last year, 'The true cost of buying new equipment,' was one of those moments for me. Don's article focused on expenses that are sometimes overlooked when purchasing equipment - padding cost, maintenance cost, and the cost of replacement parts. The fact that he barely touched on utility cost, other than saying that you should not ignore it, made me realize how often utility costs are overlooked. Being in the press manufacturing business, my thoughts immediately went to a utility cost that is critical to any garment press - the cost of compressed air.

To be fair, the term 'compressed air' does not show up as a line item on a monthly electric bill. So, it is understandable why a cleaner might ignore the fact that a certain press uses more compressed air than another press. However, by ignoring this basic truth, it is impossible to evaluate the true cost of ownership when deciding which press to purchase.

What if it was possible, using information that is readily available, to estimate the amount of compressed air a press uses each month, and then convert that usage to a monthly electricity cost? And, what if, after evaluating all your options for pressing equipment, you used this information to help determine the most cost-effective press to purchase? We both know the answer to these questions - it means more profit for your business!

Fortunately for our readers, the Forenta engineering department has introduced a formula that does just that - it quantifies the amount of money that will be spent on electricity due to the compressed air usage of a particular press. And best of all, it doesn't matter which press manufacturer you are looking at. To use the formula and make a comparison, you will simply need the following information:

NCALC Returns to the Beach



Atlantic Beach, North Carolina

North Carolina Association of Launderers and Cleaners (NCALC) will take its 2023 Annual Convention to the Doubletree by Hilton at Atlantic Beach for Memorial Day Weekend (May 26, 29, 2023).

This convention will cater to families and friends of the launderers and cleaners throughout our state. In addition to the annual membership meeting, the program will feature educational sessions, vendor exhibits, key leadership meetings, and lots of networking and fellowship among participants.

For more information, see pages 7-11.

Continued on page 5

From the President's Desk

A Fresh Start

By now your New Year's Resolutions are in the Rear View Mirror, or are they? Maybe it's time to dust them off and re-dedicate your efforts to at least the business resolutions you made for the New Year.

Have you heard the term "Preaching to the Choir"? I have heard this all my life, but didn't know the history of the term, so I Googled it and here is what I found: "This phrase began in the 1800s, but back then it was "preaching to the converted." It was used to describe preachers on Sunday who preached to their congregation about accepting God in their lives when they obviously already had, otherwise they would not be present in church." Excerpt from 7ESL.com

If you are reading this, you may already be in the NCALC Choir. Do you attend board meetings and Convention, do you volunteer to be on a committee or as a board member? Some of the most successful Dry Cleaning businesses in North Carolina do just that.

So, if the successful cleaners who

sing in our Choir know all the answers and agree on what should be done to manage their businesses, why do they feel the need to attend our meetings? It's because they don't know all the answers or agree on the best way to manage their businesses. They attend to learn from each other. They attend to learn from our speakers. They attend to debate new ideas. What they do agree on is the need to keep learning. Always look for at least one new idea that you can take back from our meetings and implement in your organization. This will more than pay for your time and expense.

Our Choir members also believe we are stronger as an industry when we volunteer our time to promote our industry. We work together to solve environmental issues. We work together to provide more value for our membership dollar. We work together to better educate and train our people. We work together to encourage non-members to join our association. I personally believe the more you give, the more you gain.

Want to grow your business, give

your customers an excellent product with outstanding service, elevate your staff so you can be the Captain of the ship rather than just another deck hand? If so, then you should join the NCALC Choir. Please help us improve the dry cleaning industry by volunteering your time and talents. Together we can be stronger.

Thank you again for the opportunity to serve as your President. Thank you to the many Choir members we currently have. Hope to see you in Atlantic Beach for our 117th Annual Convention.

Yours in Service,
Chris Edwards
A Cleaner World
336-841-4188



Advertisers' Index

Sankosha 3
 EzProducts International, Inc..... 4
 DLI..... 2, 4, 12
 Forenta 13

DRYCLEANING & LAUNDRY
INSTITUTE INTERNATIONAL

Membership Includes

- ✔
Effortless Web Products
A smartphone-ready website, automated post to your brand's Facebook page and engaging email marketing to your customers.
- ✔
Apps For Dry Cleaners
Apps prepare your staff for any question, stain or fabric. Search any dry cleaning topic or send DLI pictures of damaged garments for analysis. (you may not be liable)
- ✔
DLI Experts on Demand
We hire the experts so you don't have to. If you have any technical problems or questions, we'll solve it in one call, email or online chat.
- ✔
Industry Advice, and Discounts
Dry cleaning news, marketing techniques and warnings on problem garments. Members have access to industry discounts, networking events and much more.

Join today at www.DLIonline.org
or give us a call 800-638-2627

SPRING INTO MARCH



Whether you purchase a piece of our new or used equipment, you become a part of the Sankosha Family.

And you get the highest standard of service plus

Peace of Mind



Sankosha USA Inc.
TOLL FREE: (888) 427-9120 • TEL: (847) 427-9120
www.sankosha-inc.com





"I saved 25% on press pads just for renewing my DLI membership. That's \$995 of real money our business saved. New members save even more."

- John Mertes,
Operations Manager at
Ziker Cleaners, South Bend, IN

DLI Membership Pays You Back

Start your DLI membership in 2022 and receive gift certificates worth more than \$2,000 from these industry manufacturers and suppliers:

BeCreative360	Luetzow Ind. Poly Factory Direct
Cleaner's Supply	Memories Gown Preservation
EnviroForensics and PolicyFind	NIE Insurance
EzProducts International, Inc.	The Route Pros
FabriClean Supply	Sankosha USA, Inc.
Fabritec International	SPOT by Xplor
GreenEarth Cleaning	Unipress Corporation
Kleerwite Chemical	United Fabricare Supply, Inc.

DLI Membership Pays



DRYCLEANING & LAUNDRY
INSTITUTE INTERNATIONAL

Join now at DLIonline.org/Membership or call 800-638-2627

Our Values

Integrity

We will do the right thing, be honest and fair in our dealings with each other and the public, and deserving of the trust of others.

Leadership

We will be examples and encourage others to strive for excellence and advocate for and serve the greater good in our actions.

Teamwork

We gain strength, momentum and support in our business, families, and our association by the collective deliberation of all participants.

Learning

We understand that learning (gaining knowledge) is a life-long, every day requirement for continuous improvement in each of our local businesses.

Passion

We approach our industry which is our livelihood, with contagious enthusiasm, excitement, and devotion to our membership, our employees, customers, and communities.

For Contactless Automation at the Front Counter, Plant and Routes



Call Toll Free
877.906.1818
for details on your
**FREE Heat Seal Press
EVALUATION**

The Ultimate Heat Seal Machine with terms and plans that work for you.

Saves You Money, Time and Labor

- Presses and Solutions for all Budgets
- Best and Free Technical Support Forever
- Proudly Made in the USA
- We are the Only Manufacturer of TÜV SÜD Safety Certified Presses; Includes OSHA and UL Safety Standards
- Low Cost of Ownership – Very Reliable, Easy to Fix and Upgradeable
- Pre-printed Sequentially Numbered Heat Seal Barcode Labels in One Day

**A Proven Industry Leader & Recommended
by the Consultants You Trust.**



custom solutions for all budgets

Toll Free **877.906.1818**
www.ezpi.us

Take the Mystery Out of Compressed Air

Continued from page 1

1. Free air per cycle. This information is shown on the press’s spec sheet and is expressed in cubic feet. Every manufacturer publishes this information. See example below.

2. Your cost for electricity. This information is shown on your monthly electric bill and is expressed in cost per kilowatt-hour. This cost will vary depending on the region of the country, as will the layout of the monthly electric bill.

3. The number of cycles per minute that you will be using the press. This is an estimate based on your particular business volume. However, an estimate is okay at this point since you are comparing both models at the same production rate.

4. Your production schedule. This is an estimate for the number of hours in your production day, the number of production days in the week, and the number of production weeks in a year. Each dry-cleaning plant will be slightly different.

Given this information, one can simply plug in the numbers into the following worksheet:

Compressed Air Cost Comparison Worksheet

	Forenta Press	Competitor's Press
Free Air per cycle (Expressed in Cubic Feet)*	0.31	1.75
Convert Free Air per cycle to electricity used	x 0.0035	0.0035
	= 0.001085	0.006125
Cost of electricity (Expressed in Dollars per Kilowatt-Hour)**	x 0.100	0.100
	= 0.000109	0.000613
Cycles per minute in your operation	x 1	1
	= 0.000109	0.000613
Convert minutes to hours	x 60	60
	= 0.006510	0.036750
Hours per day in your operation	x 8	8
	= 0.05208	0.29400
Days per week in your operation	x 5	5
	= 0.2604	1.4700
Weeks per year in your operation	x 50	50
	= 13.02	73.50
Yearly Electricity Cost to operate this piece of equipment	\$ 13.02	\$ 73.50

*This information can be found on the equipment spec. sheet.

**This information can be found on your monthly electric bill.

As you can see from the above example, all of the variables make a difference in the yearly cost of electricity. As you can also see, there is the possibility of saving hundreds of dollars over the life of a press simply by choosing the equipment that uses less compressed air.

By now, I am sure you are asking yourself, ‘Since the

pressing performance of different presses is very similar, how can there be such a difference in air consumption between presses?’ Without getting too technical in this article, the fact is that every manufacturer uses a little different head closing system on their laundry presses. Some use a simple lever system (Unipress), some use a toggle linkage system (Sankosha), and one uses a crowbar leverage system (Forenta). Each of these systems uses a different amount of compressed air due to the mechanics behind the mechanism.

Comparing the three head closing systems would be a great case study in a Physics 101 class. But this is not a technical article, per se. So, to help explain it in layman’s terms, consider a simple playground scenario. If little Johnny and little Timmy are seesawing together and they both weigh the same, everything is equal and smooth as long as they are the same distance away from the center pivot point. However, if Johnny wants to have some fun and strand Timmy up in the air, he has a couple of choices. If possible, he can move further away from the pivot point. By doing so, he would use no more weight (force, or utility cost, if you will), he simply takes advantage of leverage. His other option is to get a friend to sit with him, thus adding weight (force, or utility cost, if you will). With either option, the performance is the same - he is stranding Timmy up in the air. However, the weight (force, or utility cost, if you will) needed to accomplish this, is very different. Thus, each head closing system requires a different amount of force/utility cost due to the mechanics of the system.

Enough with the boring technical stuff. All you really want to know is how to put more money into your pocket. I hope this article helps you do just that! With today’s technology, the information you need to do a good comparison is at your fingertips, from an equipment spec sheet to the price you pay for electricity. There is truly no excuse for us not doing the due diligence before making large capital expenditures. As my father said many times to me and my brothers when we were young, ‘Boys, ignorance is no excuse!’

Russell M. (Rusty) Smith
President & CEO
Forenta, L.P.



Remembering Jon “Bart” Williams

Long time NCALC member and former NCALC board member Bart Williams died January 22, 2023.



A lifelong Wilmington native, Jon Bart Williams was born to Ted and Mildred Williams at James Walker Memorial Hospital, just in time for Easter in 1964. As a child Bart had the love of his parents; brother, Ted

Lee; extended family; friends and his favorite dog ever, Satou (‘sugar’ in Japanese). Together Bart and Ted Lee shared an idyllic childhood growing up next door to the McKinley’s.

Mimsy, Gena, Daniel and Randy spent every summer with Ted and Bart riding bikes, building forts, going to the beach, and creating lasting friendships. While attending Alderman Elementary School, he met his lifelong friend, Phil Jones. Then, while attending Roland Grise Middle School, Lance Knowlton joined Bart and Phil, in a friendship stronger than brothers. It was during this time that all three fell in love with surfing, which became a lifetime passion for Bart.

Bart was a graduate of Hoggard High School where he loved playing football. After high school he moved to Greenville, where, while as a student at ECU, he made many memories with his friends, Phil and Lance, and so many others. He graduated from ECU with a degree in computer science and, as his dad, children, many friends, and other family members, was a lifelong, proud Pirate. **ARRRGGGHHH!**

After receiving his degree at ECU, Bart returned home to Wilmington, started a family, and made a career working at the family business as a third-generation owner at Williams Cleaners. He was blessed with two children, Jake and Julie. Bart loved Wrightsville Beach, and his children did too.

Bart lived life to its fullest, at his own speed and on his own terms. He was a lover of his country, a true patriot and was extremely proud of his family’s history of

serving in the military. He was a devoted Washington REDSKINS fan, an obsessed Magnum PI binge watching fan, and a quoter of Mr. T.

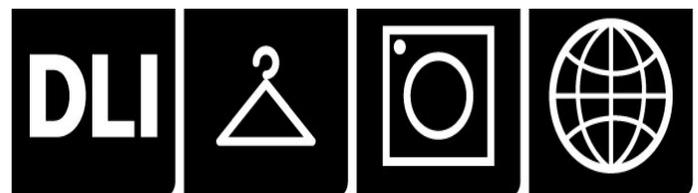
He was always up for an adventure, and he spent many hours with lots of friends, over the years, playing foosball (he was the foosball king of Pantana Bobs!), riding dirt bikes and motorcycles, playing softball, playing rugby, surfing, and snowboarding.

He loved spending time with Michelle and hanging with Dennis and the gang at some of his favorite places, of course, at the beach. He could make you laugh like no other, always kept you on your toes and you never knew whether he was going to bust a move, get on his political soap box, jump off of Crystal Pier during a hurricane or use his amazing artistic talents to doodle, draw or paint a great picture. He was surprisingly sentimental and held on to things people would have never realized.

In addition to his children, he leaves behind many friends and family that love him dearly, including his brother, Ted Lee, his sister-in-law, Lori and their children Joey and Terren.

Bart left this world, way too early, just as he would have wanted, peacefully, at home, close to the beach that he loved and the breaks that he had surfed since childhood. A Celebration of Life service was held on Saturday, February 4, 2022 at Shell Island Resort.

In lieu of flowers, memorials may be made to IndoJax Surf Charities, Special Operations Warrior Foundation, Plastic Ocean Project, Inc., Wrightsville Beach Museum or to the charity of one’s choice. Condolences may be made to the family at www.andrewsmortuary.com



DRYCLEANING & LAUNDRY
INSTITUTE INTERNATIONAL

North Carolina Association of Launderers and Cleaners 2023 Annual Convention Doubletree by Hilton, Atlantic Beach, NC May 26-29, 2023

Join your colleagues, friends, and families for the Annual Convention of the North Carolina Association of Launderers and Cleaners (NCALC) being held this year at the Doubletree by Hilton at Atlantic Beach, NC.

Who: NCALC members, friends, and families are all invited and encouraged to register and participate for the convention. Professional program content is designed primarily for owners, managers, and other key employees of the Fabricare Industry. Our evening social activities will cater to families and children.

What: This annual event will feature professional networking, educational sessions, vendor displays, group social events, the annual NCALC membership meeting, meetings of key committees, and opportunities for everyone to have fellowship with other participants. In addition to the planned NCALC activities, participants may wish to take advantage of some of the many year-round activities and attractions of Atlantic Beach and the surrounding area.



Atlantic Beach, North Carolina



Chris Edwards

Annual Membership Meeting: On Saturday morning, NCALC President Chris Edwards will preside over the 117th annual membership meeting featuring key leaders of the association and providing short updates on how NCALC is working to promote and support the Fabricare Industry in North Carolina. Reports will include updates on DLI activities.

Professional Program: In addition to the joint meeting of the general membership and the board of directors and meetings of the standing committees, the professional program will include lots of networking opportunities and educational sessions to help launderers and cleaners learn best practices for managing and operating their businesses more effectively and profitably.

Vendor Exhibits: Leading vendors serving the Fabricare Industry will have table-top exhibits on Friday afternoon and Saturday and Sunday mornings to display the latest information about their products and services.

Social Activities: In addition to the professional opportunities throughout the convention, time on the beach, and exploring the local sites of interest, several group social activities promise added entertainment and fun for participants. Our Friday evening activities provide opportunities for networking and fellowship with all convention participants. Our welcome reception will encourage professional networking among the exhibitors. Everyone will be invited to an informal family-friendly welcome dinner on the hotel courtyard. Family participation is invited for games around the dinner tables. Table-top games will be available to keep the children occupied during the pre-dinner social time. On Saturday evening, convention participants are on their own for dinner with their families and friends at the hotel or nearby restaurants. On Sunday evening, the kids are invited to a “Young Cleaners” party while the adults don their dressy casual attire for the nearby President’s Reception followed by dinner with music for dancing.

Convention Registration: **Advance registration for the convention is strongly recommended.** Discounts are available for NCALC members and for early registrations received by May 5. Cancellations will be accepted up until May 5, with refunds provided. There will be no refunds for registrations cancelled at later times. On-site convention registration will begin at 5pm on Friday, May 26, 2023.

Hotel Accommodations: We have a block of rooms for our group with special pricing of \$329 (Oceanview), \$379 (Oceanfront) and \$429 (Oceanfront Suite) per night, plus local and state tax (currently 12.75%). **Don't wait to reserve your room. Our room block and pricing are available until May 5, 2023.** After that date, room reservation requests may be accepted at Hotel's discretion based on space and rate availability. **To make your reservations, contact the hotel sales office directly at 252-240-1155** and tell them you are with the NCALC Convention group.



North Carolina Association of Launderers and Cleaners 2023 Annual Convention – Professional Program

Saturday Morning

Networking Breakfast with Exhibitors

Come and check out the latest information about products and services for your business and network with our exhibitors. A light breakfast will be served in the exhibit area. For those interested in a full breakfast, the hotel's Prime 1079 restaurant opens at 6am.

NCALC Standing Committee Meetings

The Education and Training, Government Affairs, and Membership Committees will meet to review progress and discuss plans for upcoming activities.

NCALC Annual Membership Meeting

NCALC 2022-2024 President Chris Edwards will preside over the 117th annual membership meeting being held concurrently with a meeting of the Board of Directors. This joint session will feature key NCALC leaders (including Treasurer Jimmy Lee, Education & Training VP Larry Hill, Government Affairs VP Rita Foley, and Membership VP Ron Troy) providing short updates on how NCALC is working to promote and support the Fabricare Industry in North Carolina. Drycleaning and Laundry Institute International (DLI) CEO Mary Scalco will provide an update on DLI and industry activities.



Chris Edwards



Jimmy Lee



Larry Hill

Education Sessions

NCALC Education and Training Committee Chair Larry Hill will moderate our educational program, beginning on Saturday morning and continuing Saturday morning.

About **Larry Hill** – Larry is President of American Dry Cleaners in Charlotte and has served NCALC in several leadership roles, including President.



Rita Foley



Ron Troy



Mary Scalco

What is DSCA and Why is It Important to You? – Delonda Alexander, NCDEQ-DSCA Program

This session will cover:

- What types of sites might be subject to a cleanup.
- Liability of the owners of the site.
- Typical costs of cleanups.
- Overview of eligibility and steps to enter the DSCA remediation program.
- Updates on compliance issues including petroleum self-inspection checklist.
- Case studies of remediation sites and actions taken.



Delonda Alexander

About our speaker:

Delonda Alexander is the Special Remediation Branch Head (includes the Dry-Cleaning Solvent Cleanup Act Program and Pre-Regulatory Landfill Program) in the Superfund Section of the Division of Waste Management, NC Department of Environmental Quality (NCDEQ). Ms. Alexander has a B.S. in Civil Engineering and a M.S. in Natural Resources from the University of Texas at San Antonio. Ms. Alexander has been with NCDEQ for 23 years. Ms. Alexander has 38 years of environmental management experience serving in both the public and private sector covering various fields including site assessment, remediation, risk assessment, vapor intrusion, wastewater, stormwater, hydrogeology and permitting.

North Carolina Association of Launderers and Cleaners 2023 Annual Convention – Professional Program

Sunday Morning

Networking Breakfast with Exhibitors

Come and check out the latest information about products and services for your business and network with our exhibitors. A light breakfast will be served in the exhibit area. For those interested in a full breakfast, the hotel's Prime 1079 restaurant opens at 6am.

Education Sessions *(continued)*

Proven Tactics for Profit Generation – During this session, learn about top strategies to grow route sales, increase upsells, and retain customers all while making sure your profit is maximized.

About our speaker:

Cohen Wills – Wills is owner of Cleaner Marketing, a POS-neutral marketing solution developed by marketing experts who know the dry-cleaning industry. After starting his career as a CPA, Wills went on to own The UPS Store franchises in a partnership with his father and brother-in-law. From 2014-2019, they grew that business to 21 locations, making it the largest franchisee in the country. They currently still own and operate that business, but Wills wanted to find something that he could grow and expand outside of TUPSS, so he purchased Majik Touch Cleaners in 2019 and rebranded it as Sage Cleaners, where they have grown from \$2.2M in revenue before COVID to being on track to make \$4M this year with six less locations (8 now). During the pandemic, they realized how critical marketing was to growing the business and what a need there was for other dry cleaners. So, they took the tools and strategies built for Sage and offer them through their marketing agency (Cleaner Marketing) that offers Marketing exclusively for Dry Cleaners, by dry cleaners. Wills holds bachelor's and master's degrees from University of Georgia where his studies focused on business administration, accounting, and taxation. Wills is happily married and a girl Dad.



Cohen Wills

Automated Systems for the Handling and Storing of Garments

Session will explore implementation of automated systems and the benefits for launderers and cleaners and their customers.

About our speakers:

Frank Dubasik – Director of US Operations, Metalprogetti

Nathaniel Dubasik – Sales and Support Manager, Metalprogetti

Metalprogetti is a leader in the design and manufacture of automated systems for the handling and storing of garments — hanging or folded — and various light-weight products.



Nathaniel Dubasik

Things to Do on your Own While in Atlantic Beach Area

Among the many options, you could hit the beach, stroll the boardwalk, visit North Carolina's most visited state park (Fort Macon State Park), enjoy panoramic ocean views from the Oceanana Fishing Pier, go on a sportfishing adventure, explore the coastal waterways by boat or jet ski, eat like a local, see what's on tap at a local brewery or taproom, venture through the maritime forest, and more.

For more info on these and other options, check out:

https://www.tripadvisor.com/Attractions-g29877-Activities-Atlantic_Beach_North_Carolina.html

<https://www.emeraldslerealty.com/blog/out-and-about-in-atlantic-beach>

Suggested Attire: Resort casual attire is appropriate for the board and membership meetings, educational sessions, vendor exhibit area and the Friday evening reception/dinner. Dressy casual attire is suggested for the Sunday evening reception/dinner event.

Childcare: Our professional program has been planned for adult participants. The Friday evening dinner will cater to families. The Sunday evening "Young Cleaners" party will provide adult supervised activities and dinner for kids aged 4-12 years old. If you need other childcare during the convention, please contact NCALC no later than May 1 and we will assist you with identifying reputable local providers so that you can make your own arrangements in advance.

North Carolina Association of Launderers and Cleaners

2023 Annual Convention

Thanks to our Early
Convention Sponsors

[EzProducts International, Inc.](#)
[UNXChristeyns](#)

Convention Schedule-at-a-Glance (Subject to changes)

Friday (5/26/23)

- Early arrivals for fun activities on your own
- 300 pm – Exhibitor Setup
- 500 pm – On-Site Convention Registration and Exhibits Open
- 530 pm – Welcome Reception with Exhibitors
- 630 pm – Informal welcome dinner for all attendees at hotel (family friendly, outside if weather permits)

Saturday (5/27/23)

- 730 am - Networking Breakfast with Exhibitors
- 815 am – Standing Committee Meetings
- 900 am – Break with Exhibitors
- 915 am – Joint General Membership and Board of Directors Meetings with reports from key NCALC leaders and DLI CEO Mary Scalco
- 1030 am – Break with Exhibitors
- 1100 am – Education Session – What is DSCA and Why is it Important to You?
- Noon – Networking with Exhibitors
- 1230pm - Flexible afternoon outings or other fun activities (e.g., beach, exploring, shopping, etc.) on your own
- 630 pm – Dinner and other informal local activities on your own

Sunday (5/28/23)

- 730 am - Networking Breakfast with Exhibitors
- 815 am – Education Session -- Proven Tactics for Profit Generation
- 915 am – Break with Exhibitors
- 945 am – Education Sessions -- Automated Systems for the Handling and Storing of Garments
- 1045 am – Break with Exhibitors
- 1100 am – Education Sessions -- Automated Systems for the Handling and Storing of Garments
- Noon – Networking with Exhibitors
- 1230pm - Flexible afternoon outings or other fun activities (e.g., beach, exploring, shopping, etc.) on your own
- 630 pm - Young Cleaner's Party for children at hotel
- 630 pm – President’s Reception and dinner for adults at hotel
- 930 pm – Informal local activities on your own

Monday (5/29/23)

- No planned group activities
- Late departures for fun activities on your own
- Attendees depart on their own schedule



Registration Form
NCALC 2023 Annual Convention

May 26-29, 2023 • Doubletree by Hilton, Atlantic Beach, NC

See website at NCALC.org/events for additional details and online registration for the Annual Convention.

Company Name _____ Contact Name _____
 Mailing Address _____ City _____ State _____ Zip _____
 Phone _____ E-mail _____ Fax _____

- NCALC/DLI Member Non-Member 1st Time Attendee _____
 Staying at the Doubletree, Atlantic Beach Staying Elsewhere in the Atlantic Beach Area Traveling daily from other locations

PACKAGE REGISTRATION(S)

Full Registration: All Ed Sessions & Evening Functions -- Social Package Registrations: Evening Functions Only

Name for Badge (List ages for children)	BEST VALUE Full Registration <small>(Includes networking, meetings, education, and dinner functions)</small> \$749	Fri & Sun Evenings-Only Adult Companion /Teen Social Pkg \$299	Fri & Sun Evenings-Only Kids (Ages 4-12) Social Pkg \$70	Total Due

A. Package Subtotal Due \$ _____

A LA CARTE EVENT REGISTRATIONS

Name for Badge	Friday Evening Welcome Reception/Dinner \$159	Saturday am Member & BoD Meetings Only <small>(No Registration Fee)</small>	Sat & Sun am Education & Networking \$459	Sunday Evening Reception /Dinner \$189	Total Due

**** These package rates available to adult, teen, and kid companions of a full registration participant.**

B. Ala Carte Subtotal Due \$ _____

(Total A+B above) **C. Subtotal Due \$** _____

Less Discount (20% of Subtotal C above) for NCALC/DLI Members \$ _____

Less Discount (10% of Subtotal C above) for Early Bird Registrations Paid by May 5 \$ _____

(Total C less applicable discounts above) **GRAND TOTAL DUE \$** _____

Payment

- Check Enclosed. (Make checks payable to NCALC.)
 Charge my AmEx/MasterCard/Visa # _____ Exp. Date: _____ CV2: _____

Name on Card: _____ Signature: _____ Date: _____

Send completed form with credit card info by fax to (704) 461-0531, or mail form with check or credit card info to NCALC, 4819 Emperor Blvd, Ste 400, Durham, NC 27703 to arrive no later than 7 days prior to event date.

Should unforeseen conditions require cancellation of the event, all registrants will be contacted regarding rescheduling the event or refund of registration fees.

NO VERBAL OR PHONE REGISTRATIONS WILL BE ACCEPTED

Don't miss these discounts →



2023 Educational Courses



INTRODUCTION TO DRYCLEANING COURSE FIVE-DAY ON-SITE

DLI's On-Site Introduction to Drycleaning Course is suited for experienced individuals or those who are new to the industry.

- Sorting loads for drycleaning.
- Cleaning silk, satin and other fabrics.
- Removing coffee, ink, grease and other stains from clothing.
- Operating a drycleaning machine.
- Pressing pants, coats and skirts.
- Using tensioning equipment to improve finishing quality.

BASIC – \$1,195
INTERNATIONAL – \$1,195
STANDARD – \$956
GOLD – \$717
PREMIER – FREE
NON-MEMBERS – \$1,595

COURSE DATES
 March 6 - 10
 July 17 - 21
 October 16 - 20



GENERAL DRYCLEANING COURSE FIFTEEN-DAYS ON-SITE

This fifteen-day general course is made up of the Introduction and Advanced Courses. These classes also can be taken individually, but DLI affiliates save when taking them together.

BASIC – \$1,995
INTERNATIONAL – \$1,995
STANDARD – \$1,596
GOLD – \$1,197
PREMIER – FREE
NON-MEMBERS – \$2,895

COURSE DATES
 March 6 - 24
 July 17 - August 4
 October 16 - November 3



ADVANCED DRYCLEANING COURSE TEN-DAY ON-SITE

This ten-day Advanced Drycleaning Course is for individuals who have completed the Introduction Course or have hands-on production experience and knowledge of basic stain removal and finishing techniques. The advanced course covers:

- Identifying cotton, silk, polyester and other fabrics.
- Using bleaches without damaging the fabric color.
- Pressing blouses, dresses, ties, pleated garments, silks, velvets and corduroy.
- Wetcleaning wool, silk and more.
- Maintaining and changing filters.
- Troubleshooting problems with the drycleaning machine.
- Using tensioning equipment to improve finishing quality.
- Current regulations facing the drycleaning industry.
- Customer service techniques for drycleaners.
- Getting clean, white laundry.
- Cleaning and preserving wedding gowns.
- Understanding the differences between solvents including perc, GreenEarth®, hydrocarbon and SOLVONK4.
- Pressing laundered shirts.
- Designing a drycleaning plant with the most effective work flow.

BASIC – \$1,695
INTERNATIONAL – \$1,695
STANDARD – \$1,356
GOLD – \$1,017
PREMIER – FREE
NON-MEMBERS – \$2,195

COURSE DATES
 March 13 - 24
 July 24 - August 4
 October 23 - November 3



STAIN REMOVAL COURSE SEVEN-DAYS VIRTUAL

Seven days of everything from fiber identification and characteristics to stain removal chemistry and procedures to using bleaches and specialty products such as digesters, amyl acetate and acetone to assist in the spotting process.

BASIC – \$495
INTERNATIONAL – \$495
STANDARD – \$394
GOLD – \$297
PREMIER – FREE
NON-MEMBERS – \$695

COURSE DATES
STAIN REMOVAL (7 DAYS)
 April 25, 27 | September 12, 14
 May 2, 4 | September 19, 21
 May 9, 11 | September 26, 28
 May 16 | October 3



REGISTER TODAY! 1-800-638-2627 • Education@DLIonline.org



*"No work is insignificant. All labor that uplifts humanity has dignity and importance and should be undertaken with painstaking excellence."
- Martin Luther King, Jr.*



FORENTA - YOUR PARTNER IN EXCELLENCE



FORENTA, LP
185 Cold Creek Drive
Morristown, TN 37814



**Made
in the
USA**

www.forentausa.com
Phone 423-586-5370
Fax 423-586-3470

Email: forenta@forentausa.com

Associate Member Listing (Alphabetically by Service)

NCALC Associate Membership is extended primarily to providers of equipment, products, and services to launderers and cleaners. (e.g. manufacturers and distributors, consultants, training providers.)

Consultants

ATC Associates of NC, P.C. - Meghan Greiner, 919-871--0999
The Route Pros - Mark Albrecht, 304-410-5816

Equipment Sales & Service

Consolidated Laundry Equipment - Billy Kincaid, 919-8324624
Electrolux Professional, Inc. - Tom Washbrook, 203-278-7325
EzProducts International, Inc - Diane Rue, 877-906-1818
Forenta, LP - Craig Forsey, 423-5865370
Sankosha USA, Inc - Wesley Nelson, 847-427-9120
TJ's Commercial Laundry - T J Tart, 919-2914868
TLC Tri-State Laundry Cos. - Prescott Spigner, 336-420-2662
Tri-State Laundry Equip Co - Kevin Lawson, 336-992-5218
Unipress Corp - Jim Groshans, 813-334-9890

Financial Services

Barber Insurance Agency - David Barber, 919-8187629

POS Computer Systems

SMRT Systems - Rick Mugno, 919-6510937
SPOT Business Systems - Wash Respass, 801-208-2257

Specialty Services

Douglas Furs / M Luxe - Ken Morgenstern, 704-333-5161
Premier Water Treatment & Energy Technology Joshua Greene, 336-577-0132
US Leather Cleaning - Jeff Schwegmann, 800-232-0792

Supplies

Cleaners Supply - Rebecca Hardin 607-779-7905
FabriClean Supply - Scott Gribbin, 800-272-0540
Fabritec International - Wes Brunson, 859-653-5609
Gurtler Industries Inc - Harold Smith, 919-880-3234
Kleerwite Chemical - Bill Carli, 804-721-8853
Kreussler - David Knight, 919-2801040
N.S. Farrington LLC - Devin Listerman, 303-356-3580
Pariser Industries, Inc. - Bernard Jones, 843-340-1218
RR Street & Co - Richard Moore, 980-258-3515
UNX Industries, Inc. - Jessica Nobles, 252-756-8616

Important Dates

All these upcoming events are open to NCALC members and friends. Advance registration is usually required for the NCALC events. Mark your calendars and plan to participate. Watch your email and the website (www.ncalc.org) for details.

May 25, 2023

DSCA Stakeholders Meeting

In-Person Location TBA plus
Virtual via Microsoft Teams (Details TBA)

May 26-29, 2023

NCALC 2022 Annual Convention

DoubleTree by Hilton Atlantic Beach
Oceanfront Hotel
2717 West Fort Macon Rd
Atlantic Beach, NC 28512

October 21, 2023

NCALC 2023 Fall Meeting

A Cleaner World Office
2019 Eastchester Dr
High Point, NC 27265

NCALC 2023 Business Partners

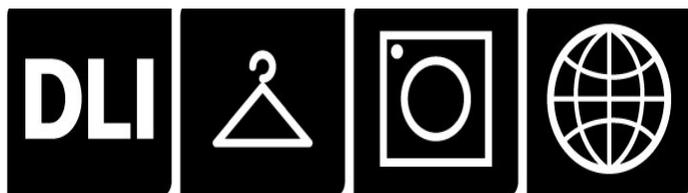
We extend a special thanks to our 2023 Business Partners who have helped in conducting our work to promote and support the Fabricare Industry in North Carolina. Business Partners are those Associate Members who have gone well beyond the basic affiliation of membership, to invest financially in our activities. We extend a special thanks to these NCALC Business Partners who have helped to financially underwrite the activities of NCALC through their significant financial support (e.g. sponsorships, advertising, and other contributions.)

Bronze

EzProducts International, Inc.

Forenta, LP

Sankosha USA, Inc



DRYCLEANING & LAUNDRY
INSTITUTE INTERNATIONAL

NCALC Information Directory

NCALC Office: NCALC, 4819 Emperor Blvd. Ste 400, Durham, NC 27703. Phone: 919-313-4542. Fax: 704-461-0531. info@ncalc.org. NCALC Executive Director: Paul Goodson. Phone: 919-818-1375. pgoodson@ncalc.org

NCALC OFFICERS AND DIRECTORS

Office	Name	Employer	Phone
President	Chris Edwards	A Cleaner World	336-841-4188
VP Admin/Pres-elect	Kyle Panther	Martinizing Charlotte	704-787-1022
VP Government Affairs	Rita Foley	Regency Cleaners	919-286-7421
VP Membership	Ron Troy	Prestige Green Cleaners	919-309-4400
VP Education & Training	Larry Hill	Dandy Drycleaners & Laundry	704-333-6111
Secretary	Patrick Collins	Collins Cleaning & Valet Inc	704-634-6571
Treasurer	Jimmy Lee	Jones Dry Cleaning	704-375-5741
Sergeant-at-Arms	Scott Lloyd	Durham Cleaners & Laundry	919-493-7755
Immediate Past President	Allan Cheatom	Shalotte Dry Cleaners	910-754-4435
Allied Trade Representative	David Knight	Kreussler	919-280-1049
Director-at-Large	Wes Brunson	Fabritec International	859-653-5609
Director-at-Large	Kyle Crumpton	Nuway Cleaners	336-599-3455
Director-at-Large	Jim Groshans	Unipress Corp	813-334-9890
Director-at-Large	Brian Harrell	A Cleaner World	336-841-4188
Director-at-Large	Lee Lawson	Zibby's Cleaners	336-767-3232
Director-at-Large	David Lee	SMRT Systems	251-572-0557
Director-at-Large	David Makepeace	Medlin Davis Cleaners	919-524-2845
Director-at-Large	Richard Moore	RR Street & Co	980-258-3515
Director-at-Large	Cooki Patel	2001 Cleaners	704-564-8782
Director-at-Large	Harold Smith	Gurtler Industries Inc	919-880-3234
Director-at-Large	Marvin Thomas	Swannanoa Cleaners	828-253-3691
Director-at-Large	Tom Wilson	American Cleaners	828-648-2817

NCDEQ: DSCA Program 919-707-8200 Compliance 919-707-8358, Environmental Assistance: Tony Pendola 919-707-8112

DLI (800) 638-2627 / Mary Scalco, CEO, ext. 1101 / Jon Meijer, VP Membership, ext. 1301 / Analysis Lab, ext. 1701

DLI District Two Director Norman Way, 804-399-1059

Your Company Ad Could Have Been Here

Contact NCALC Office by email at

info@ncalc.org

or by phone at

919-313-4542

to place an ad in
an upcoming issue of
Carolina Clean.



The articles published in this newsletter are provided for informational purpose and are not legal opinions. NCALC disclaims liability for the statements made by editors, contributors and advertisers in the newsletter.

NCALC
4819 Emperor Blvd.
Ste 400
Durham NC 27703



In This Issue

Mystery of Compressed Air 1
NCALC Returns to the Beach 1
President's Message 2
Remembering Bart Williams 6
Annual Convention Information 7-11
Important Dates 14
Business Partners 14
Associate Members 14
NCALC Information Directory 15

2023 Winter Meeting Highlights



Thanks to Winter Meeting Sponsor
Forenta, LP



Are You Receiving Email News from NCALC?

NCALC is pleased to send you this newsletter through post office mail several times per year and we hope you find it informative.

Did you know that we also send periodic emails with news briefs and other information of interest to the folks working in the Fabricare Industry in North Carolina?

If you are not already receiving our emails, let us know. Send your preferred contact info including your name, company name, and preferred email ID to us by email to info@ncalc.org, fax to: 704-461-0531, or mail to: NCALC, 4819 Emperor Blvd. Ste. 400, Durham, NC 27703.

...