



Fall
2016

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

NCALC Welcomes Executive Director Paul Goodson



Paul Goodson has been named Executive Director of the North Carolina Association of Launderers and Cleaners (NCALC).

Taking action during its September 24 meeting at the Graylyn International Conference Center in Winston-Salem, the NCALC Board of Directors voted to appoint Paul Goodson as the new Executive Director

for the association, succeeding Fred Miller who is retiring.

Current President Rita Foley (Regency Cleaners & White Star Cleaners, Durham, NC) commented: "We are very fortunate to have someone of Goodson's experience and stature in the association management community serving as our chief executive officer, and we look forward to the leadership he will bring to NCALC." In accepting his new appointment, Goodson said "I am very excited to be working with the members and partners of NCALC to protect and promote the fabricare industry in North Carolina."

Goodson brings extensive management experience in associations, business, and industry. For 20+ years, he has served as the chief staff executive for professional

and trade associations operating on an international and regional basis, leading and managing their diverse activities including planning, operations, business development, finance, member relations, conferences, publishing, and public affairs. Goodson's past experience includes service as CEO for Professional Engineers of North Carolina, Managing Director for the Automation Federation, and President & CEO for the Wireless Industrial Networking Alliance.

Working through his company, The Goodson Group, LLC, he currently provides on-going executive leadership and management services for client organizations and engages in selected consulting projects.

Goodson is active in professional and community activities, and has served on numerous boards. He is a past president of the Association Executives of North Carolina, and is currently Chairman Emeritus of the North Carolina Executive Roundtable. He holds the Certified Association Executive (CAE) designation and is a licensed Professional Engineer in the State of North Carolina. Goodson, a native of North Carolina, graduated from North Carolina State University. He and his wife Martha make their home in the Research Triangle area.

Goodson assumed his new role with NCALC during October and he can be reached by email at pgoodson@ncalc.org or by phone at 919-313-4542.

From the President's Desk

We Are NCALC! Now!

The dry cleaning industry in our great state of North Carolina is indeed a very diverse group of individuals all pulling together to provide quality garment and textile cleaning for our neighbors, towns, cities and government. That's what we do.

HOW we do it has become the difference between surviving and succeeding.

Do we specialize in production? Or do we focus on marketing? Are we working for our employees? Or are we retail specialists? Which hat do we need to put on today.....

That's where THIS Association steps in. In this quickly changing social environment, it is hard to keep up with what we Have to do and what we Need to do. Information and communication is critical in our ability to succeed in this industry today.

Partnering with NCALC and in turn with DLI provides the necessary information and channels of communication that can help us move forward and embrace the changes we are experiencing. And this change will keep coming.

Changes in fashion, employee pay and benefits, government regulations, environmental mandates, equipment efficiency, solvents, technology, just to name a few, are hitting us daily. And if you haven't noticed, we have moved quickly into an environment of "NOW". I need it NOW, I want it NOW.

NCALC is here for you NOW! As a leader in the Fabricare industry in North Carolina, your membership provides you with information and training necessary to grow and succeed. On January 7th,

we are having a pressing /inspections seminar presented by Sandra Harralson. Our upcoming Board Meetings, open to all members, are great avenues of networking, education and fun. We are working towards District meetings in the Spring in order to bring NCALC to your neck of the woods, full of current information, environmental cleanup and legislation news, and the latest in Fabricare trends.

As a member of NCALC, you are automatically a member of DLI. But what does that mean??? In September, Alan Hargis, our Vice President of Membership and I were treated by DLI to a meeting at their facility in Maryland along with members from all over the United States. It was an opportunity for DLI to partner with all the members and search for ways to improve our partnership. For me as a dry cleaner, it was an eye opener into the myriad of tools available to our companies that are included with our current membership. Right there for the taking...if we only take the time to utilize them. Technical advice, Networking, Marketing tools, Education and Certification, Quality Control, Industry Knowledge: all included in our monthly dues. The higher your level of service, the more services and benefits you gain. It's just that simple.

NOW is the time to become active in our Association. NOW is the time to renew your enthusiasm in this great and diverse industry. With the guidance of our new Executive Director, Paul Goodson, NCALC is happening NOW for you! Are you going to survive or succeed?

**Rita Foley
President, NCALC**

NCALC to Meet at Pinehurst Resort in January

The NCALC Board of Directors will be holding its next regular meeting at the Pinehurst Resort in Pinehurst, North Carolina on Saturday, January 28, 2017. In conjunction with this regular business meeting of the Board, all members and friends of NCALC are invited to attend a dinner social on Friday evening, January 27.

The Board meeting, will be held on Saturday morning, January 28 in The Clubhouse at Pinehurst Resort. Participation by the current NCALC leadership (i.e. all officers, directors, past presidents, and appointed committee members) is requested and they are encouraged to make their plans to attend. Other NCALC members interested in attending are welcome, but should RSVP (see below) to ensure adequate preparations are made.

An informal Dutch-treat dinner social will be held on Friday evening preceding the Board meeting **in the century-old Carolina Hotel** at Pinehurst Resort. Members and friends of NCALC and their guests are invited to attend. This event will begin with a time to renew friendships and make new acquaintances during a reception at 6:00 p.m. Cocktail waiter service will be available. Dinner will follow at 7:00 p.m. A limited menu with preset selections will be offered. RSVPs are required.

RSVPs are required from all participants in the NCALC Board Meeting and/or the Dinner Social. The current leadership group will be receiving a separate memorandum requesting RSVPs for themselves and their guests, and providing meeting agendas and associated materials. Others interested in participating are welcome and should RSVP to NCALC by email to events@ncalc.org or Fax to 704-461-0531 providing contact phone and email info and the names of attendees, and indicating whether they are coming for the

dinner social and/or the board meeting.

Overnight accommodations may be reserved at the Pinehurst Resort by calling 1-800-487-4653 and asking for Conference Reservations, and identifying that you are with NCALC. We have a small block of rooms for Friday evening being held until December 28 at \$139 + 10%

resort fee + Tax per night. This rate will be honored a couple of days ahead and after our meeting, should you wish to extend your stay to further enjoy the relaxed southern hospitality of Pinehurst. Golf arrangements can also be made through this reservations number. If you are interested in staying overnight or playing golf, don't wait -- make your reservation right away.



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North Carolina Association of Launderers and Cleaners Finishing and Inspections Seminar Saturday, January 7, 2017 at Medlin Davis in Raleigh, NC

Program: NCALC is pleased to present this seminar covering basic finishing techniques, inspection points, and more. Our speaker is well-known throughout our industry for her unique approach to in-plant training and consulting. So bring your questions and challenges!

Speaker: Sandra Haralson brings thirty-plus years of experience in the dry-cleaning industry. Starting as a customer service representative, within a year she took on the drycleaner's spotter position, and then helped to manage the operation until it was sold. She "learned the hard way" through her work in every-day dry-cleaning plant operations, which provided her more hands-on experience than most consultants in her field. Sandra developed her own consulting practice and has been providing expert training and assistance for plant owner clients across the United States. She strives to provide down-to-earth assistance and training for startups and established operations alike. One of Sandra's specialties is diagnosing equipment and getting it back up and running to factory standards. Often she has found that cleaning problems can be traced back to equipment malfunction or misconfiguration. By diagnosing the problem, finding a solution, and making sure it is applied correctly, Sandra helps the plant owner save time and money. Sandra is a DLI member. Raised in Spartanburg, SC, she currently resides in Mt. Pleasant, SC.

Seminar Location & Time: Our seminar will be held at Medlin Davis Cameron Village, located at 2021 Smallwood Dr, Raleigh, NC 27605. Student check-in will begin at 8:00 am. Coffee and light breakfast will be available. The seminar will get underway about 8:30 and run until about 3:00 pm. Lunch will be provided.

Registration

Participation is limited to the first 20 students registered. Student withdrawals will be accepted until December 26 and refunds provided. There will be no refunds for registrations cancelled after this date.

Company: _____

Contact Name: _____ Phone: _____ Email: _____

Address: _____ City: _____ State: ____ Zip: _____

Fees

NCALC/DLI Member Plant

1st Student \$ 99, additional Students \$89 each

Non-Member Plant

1st Student \$139, additional students \$119 each

Student's Name:

Amount Due:

\$ _____

Total Due: \$ _____

Spanish Translation Requested.

Payment

Check Enclosed. (Make checks payable to NCALC.)

Charge my VISA/MasterCard # _____ Exp. Date: _____

Name on Card: _____ Signature: _____ Date: _____

Send completed form with credit card info by email to events@ncalc.org or by fax to (704) 461-0531, or mail form with check to NCALC, 4819 Emperor Blvd, Ste 400, Durham, NC 27703 to arrive no later than 12/30/16.

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



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Don't Miss Out on the Benefits of Membership

Many of you reading this article are already members of the North Carolina Association of Launderers and Cleaners (NCALC). Unfortunately, many of the current recipients of *Carolina Clean* are not members of NCALC or our national affiliate, Drycleaning and Laundry Institute (DLI). The question all of you should be asking is why? **NCALC and DLI could be your very best business partner.** Consider a few of the reasons you should belong:

- NCALC offers members the opportunity to interact with peers and partners within the fabricare industry to share experiences, information, and assistance which are essential to your business success.
- NCALC provides a forum for members to work together on common goals.
- NCALC works hard to protect and promote the welfare of the fabricare industry.
- NCALC acts as legal and regulatory liaison, including lobbying for the industry.

- NCALC promotes a positive image of our industry to the public and provides responses to consumer concerns.
- NCALC provides information and training to promote and facilitate legal and regulatory compliance, operational efficiency and sound management practices.
- NCALC offers training to our members and their employees to increase their level of professionalism, thus providing our customers the best possible level of quality and service.
- NCALC and DLI offer many programs and services help members be more successful in their business.

For Drycleaner Members, NCALC & DLI membership is linked and access to their combined programs and services is automatic. If you are already a member, make sure you take advantage of all the benefits that are available to you. Don't overlook the extra benefits available only to the higher grade memberships. **If you are not a member, don't miss out.** Join today at <http://dlionline.org/Membership>.

NCALC also invites industry partners who support the fabricare industry with products and services to join us as Associate and Affiliate Members. Associate and Affiliate Members are provided special opportunities to develop visibility and mutually beneficial relationships with other NCALC Members through their event participation, advertising, and sponsorship of NCALC activities.

If you are interested in Associate or Affiliate membership, contact NCALC at info@ncalc.org or 919-313-4524 for more information. If you work in or with the fabricare industry, **NCALC membership is essential to your success.** The cost of membership is easily offset by the benefits that can be received by belonging.

SMITH'S DRYGESTER PRE-SPOTTER

Removes stains better than any other product you use or we will refund your purchase price.

Smith's Drygester is an **all-purpose wet-side and dry-side pre-spotter** formulated to be used on all unidentifiable stains and designed to work with all hydrocarbon based drycleaning solvents and Perc.

Save time and money on unknown stains, Smith's Drygester Pre-Spotter will be your first and last pre-spotting option to tackle tough stains.



The original All-Purpose Pre-Spotter for use on all unidentifiable spots and stains

► **Removes wet-side and dry-side stains**

Unique formula allows Drygester to perform equally well on both sides of your plant.

► **Safe on all colors and fabrics**

Drygester is not affected by steam or water and is safe to use on all colors and fabrics.

► **Reduce time scrubbing stains**

Triple detergent formula digests stains with unmatched power.

► **Improves cleanliness of the entire load**

When used for pre-spotting, Drygester works as a charge soap improving the cleanliness of the entire load.

► **Rinses with solvent or water**

Our all-purpose pre-spotter formula is designed with your efficiency in mind. Use Drygester on both sides of your plant for no hassle spot removal.

► **Effective Leveling Agent**

Safely reduce or eliminate disposition on your finest fabrics.

Removes:

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- Egg
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- Odors
- Tar
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- Red Clay
- Perspiration Salts
- Animal Waste
- Human Waste
- Glues
- and more....



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(252) 793-2579

Allied Trade Membership Listing (Alphabetically by Service)

Attorneys

Poyner Spruill, LLP, Rick Kane704-342-5303

POS Computer Systems

Fabricare Manager – Marcelo Rangel 888-249-5142

Spot Business Systems801-208-2231

Credit Card & Payroll Processing

Heartland Payment Systems – Tammy Rigdon 919-345-3514

Environmental Consultants

ATC Associates, Kevin Somers919-871-0999

Equipment Sales & Maintenance

Consolidated Laundry Equipment, Inc 800-227-6149

EzProducts International Inc., David Brown ..877-906-1818

Park’s Machinery, Inc704-998-7042

Permac Machinery, Karen & Bill Morgal800-287-0870

Tri-State Laundry Equipment Co.866-885-5218

W.C. Bullock & Associates – WC Bullock919-320-4893

Hazardous Waste Disposal

MCF Systems, Russ Kent 800-828-3240, Ext 5644

In Plant Training

Haralson Consultants, Sandra L. Haralson843-813-3106

The Route Pro, James Peuster 816-739-2066

Supplies

Cleaners Supply, Inc800-568-7768

Fabritech International, Wes Brunson859-653-5609

Gurtler Ind., Harold Smith800-638-7300

Kreussler, David Knight919-280-1040

N.S. Farrington & Co800-722-0374

Phenix Supply Co.800-272-0540

R. R. Street Co., James Just 630-416-4244 Ext 1531

UNX Inc800-827-9294

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.

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No special training required for operator

H2O

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By H2O, Earth Safe,
Wet cleaning Machine.

Our cleaners use only Natural Cleaning Fluid to fight for global warming and care for our health.

YES | NO

Brightens Colors
Easy on Fabric
Odorless

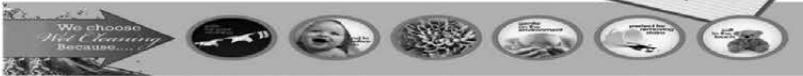
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Carcinogenicity
Ground Water Contamination
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Soil Contamination
Toxicity



Q. What is?
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A. Organic Cleaning is also known as Wet Cleaning. Wet Cleaning is Non-toxic, environmentally friendly alternative to traditional chemical dry-cleaning, utilizing computer-controlled washing machines, biodegradable soaps and conditioners.

The H2O Wet Cleaning System can be used even for clothing that are labeled, "dry-clean only". In fact, the results from wet cleaning are even better: clothes are cleaner and last longer.



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CONVENIENCE

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SAFETY



Notice to All NCALC Members and Readers of Carolina Clean

We are always looking for items of interest or importance to our members and readers of our newsletter. If anyone has items that they would like to be put in Carolina Clean, please forward them to Paul Goodson at NCALC.

These will be reviewed and included in a future issue. Remember this is YOUR association and your input is important.

NCALC Important Dates & Upcoming Events

FLSA Overtime Rule Changes for December 1, 2016
Delayed by Court Order
New Implementation TBD

NCALC Finishing and Inspections Seminar
Medlin Davis Cameron Village, Raleigh, NC
January 7, 2017

NCALC Dinner Social
The Carolina Hotel at Pinehurst Resort
Pinehurst, NC
January 27, 2017

NCALC Board of Directors Meeting
The Clubhouse at Pinehurst Resort
Pinehurst, NC
January 28, 2017

NCALC Annual Meeting
Blockade Runner
Wrightsville Beach, NC
May 26-29, 2017

NCALC Mission Statement



To solicit & encourage the membership and active participation of all businesses providing professional drycleaning, wetcleaning and laundering services to the general public and their allied trades partners.

To promote the highest standards of business practices, environmental responsibility, workmanship, customer service, community involvement and responsible, reliable ethical conduct.

To serve our members by providing legislative & regulatory representation, information, education, group programs, employee training, networking opportunities and promoting a positive image of the industry with the general public.

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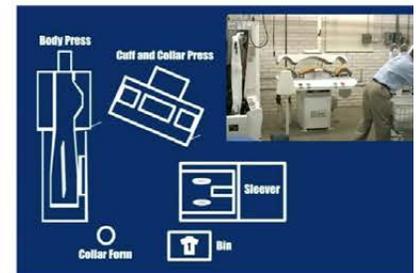
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Drycleaning & Laundry Institute

Dry-Cleaning Solvent Cleanup Act (DSCA) Fund Statistics

FY 2015-16 (Through 6/30/16)

Receipts:

Solvent Tax Revenue:	\$ 232,457.40
Sales Tax Revenue:	\$ 7,928,448.74
Petitioner Payments (fee/copy):	\$ 123,376.38
Miscellaneous (investigation costs):	\$ 533.00
Rebate:	\$ -
Interest:	\$ -
Total Receipts:	\$ 8,284,815.52

Disbursements:

Dept. of Revenue Admin:	\$ -
Reimbursements/Payments:	\$ -
Contracts:	\$ 7,259,929.32
Haz Waste Fees:	\$ 103,950.00
County Well Permit Fees:	\$ 52,950.00
Transfer to Inactive Haz Sites:	\$ -
Transfer to Green Square Proj:	\$ -
Transfer - Budget Shortfall:	\$ -
DEQ Admin:	\$ 1,324,690.12
Total Disbursements:	\$ 8,741,519.44

Duration of Program (Through 6/30/16)

Receipts:

Solvent Tax Revenue:	\$ 11,701,958.75
Sales Tax Revenue:	\$ 103,390,207.32
Petitioner Payments (fee/copy):	\$ 1,508,143.33
Miscellaneous (file copying):	\$ 919.93
Rebate:	\$ 28,794.34
Interest:	\$ 7,522,262.17
Total Receipts:	\$ 124,152,285.84

Disbursements:

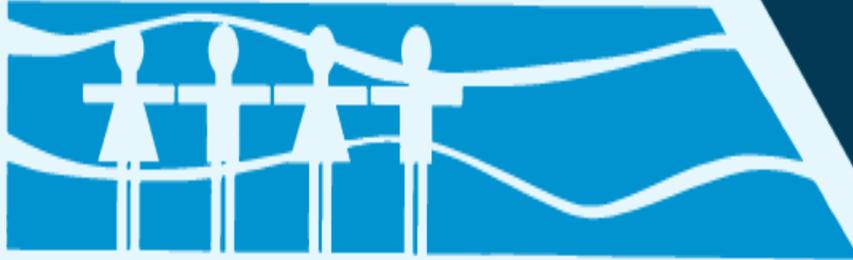
Dept. of Revenue Admin:	\$ 57,272.02
Reimbursements/Payments:	\$ 1,963,991.89
Contracts:	\$ 91,895,012.29
Haz Waste Fees:	\$ 1,340,953.41
County Well Permit Fees:	\$ 345,480.00
Transfer to Inactive Haz Sites:	\$ 400,000.00
Transfer to Green Square Proj:	\$ 1,291,035.00
Transfer - Budget Shortfall:	\$ 6,475,812.93
DEQ Admin:	\$ 14,760,643.25
Total Disbursements:	\$ 118,530,200.79

Fund Balance as of 10/17/16: \$ 5,395,675.31

Encumbered in Contracts as of 10/17/16: \$ 3,215,207.93

DSCA Site Statistics (through 6/30/16)

Identified Contaminated Dry-cleaning Sites:	442
Sites Certified:	384
Sites Determined Ineligible:	4
Eligible Sites Not Certified:	54
Sites Pending Closure:	30
Sites Closed:	67
 Estimated Contaminated Sites:	 1500
 Current Number of Operational Facilities:	 521



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- § Reward patrons with real-time promotions that entice them to come back more often and spend more when they do

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NCALC Information Directory

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

DLI District Two Director Martin Young 704-786-3011 mayoung@vnet.net

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

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

NCALC OFFICERS AND DIRECTORS

Name	Office	Phone #	Fax	Email
Rita Foley	President	919-286-7421	919-416-4411	rfoley@regencycleaner.com
David Makepeace	President-Elect	919-828-0578	919-833-0273	dmakepeace@medlindavis.com
Chris Edwards2	VP Gov't Affairs	336-841-4188	336-841-4117	chrisedw@aol.com
Alan Hargis	VP Membership	919-639-6396	919-639-6393	alan@acleanertomorrow.com
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In This Issue

Our New Executive Director 1

Paul Goodson has been named Executive Director of the North Carolina Association of Launderers and Cleaners.

President’s Desk 2

The dry cleaning industry in our great state of North Carolina is indeed a very diverse group of individuals all pulling together to provide quality garment and textile cleaning for our neighbors, towns, cities and government. That’s what we do.

Board Meeting at Pinehurst 3

The NCALC Board of Directors will be holding its next regular meeting at the Pinehurst Resort in Pinehurst, North Carolina on Saturday, January 28, 2017. In conjunction with this regular business meeting of the Board, all members and friends of NCALC are invited to attend a dinner social on Friday evening, January 27.

Finishing & Inspection Semnar..... 4

NCALC is pleased to present this seminar covering basic finishing techniques, inspection points, and more. Our speaker is well-known throughout our industry for her unique approach to in-plant training and consulting. So bring your questions and challenges!

NCALC Benefits..... 6

Many of you reading this article are already members of the North Carolina Association of Launderers and Cleaners (NCALC). Unfortunately, many of the current recipients of *Carolina Clean* are not members of NCALC or our national affiliate, Drycleaning and Laundry Institute (DLI). The question all of you should be asking is why? NCALC and DLI could be your very best business partner. Consider a few of the reasons you should belong.

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