



Spring  
2017

# 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 Holds Finishing & Inspections Seminar



Haralson gives animated explanation of inspection points during the classroom portion of the seminar.



President Rita Foley, Edwards, and Goodson shown following the Raleigh meeting with John Kim of Fayetteville and Kishan Desai of Morrisville.



Makepeace gives students initial orientation to the Medlin Davis facility at the beginning of the seminar.

## NCALC Holds Local Meetings

After rescheduling due to winter weather, NCALC finally held its finishing and inspections seminar on February 25 in Raleigh. Well known trainer and consultant, Sandra Haralson, was the instructor for the seminar, which was hosted by David Makepeace at his Medlin Davis Cameron Village facility. Employees from cleaners across the state came and learned best practices for finishing techniques, inspection points, and more. As an added bonus, and through Haralson's generosity, her normal instructor fee was contributed to the NCALC scholarship fund.

During April, NCALC leadership took to the road and held local meetings in Greensboro and Raleigh. President Rita Foley, Vice President - Government Affairs Chris Edwards, and Executive Director Paul Goodson met with local cleaners to discuss issues of interest, including human resource management and legislative and regulatory issues. These gatherings were small, but impactful. Those attending enjoyed a time of fellowship with colleagues in the industry and most learned something to help their businesses. We hope to grow this local meeting idea by planning additional meetings in the future and finding ways to engage more of our members and those who should be members.

**From the President's Desk**

# What Are We Looking For?

How much time do you spend every day looking for something? Or someone? The simple things like our keys, or our wallets... or the ever disappearing cell phone. On our way in to work we should be looking at the road, but we find ourselves looking inward...to our schedule that day, or the calls we have to make, the bills we have to pay or the emails we have to answer.

What were we looking for when we said "I DO" to the drycleaners, and became happily ever after running our business. Or is our business running us? Do we start the day off with a smile, and a spring in our step that TODAY, everything is going to run smoothly, and there will be no extra challenges facing us? As we open that Boiler room door, we look in and see that new steam leak. Wait, where is the manual...let me go look for it. We call out to Johnny to let the front end person know that we can't take in any more cleaning for today... Johnny, Johnny, where are you? On and on it goes so that by lunch, we are looking for an additional 5 hours in the day to accomplish what we intended to do.

Sound familiar? Life is a confusing journey. It is filled with questions. It is a road with no GPS. A manual that you can't find, no matter how hard you look. As a business owner, it is our job to face the questions, the fears, and look for the answers. NCALC / DLI can help you with those answers.

As members of our state wide Association of Launderers and Cleaners, we all face the same challenges and steam leaks. We spend our days looking for the answers and solutions to the daily twists and turns that working in a drycleaners can bring. Our added advantage is a group of experienced, enthusiastic business people who are energized by growing and experiencing advancement in our business and our lives. We look to NCALC and DLI for information, training and most importantly a peer group to interact with within our Fabricare industry.

As President of this wonderful Association, I am looking forward to our Annual Convention on Memorial Day Weekend at Wrightsville Beach. It will be a time to renew old friendships, make new friends and learn something about our industry that will help move my business forward. As I look forward in my career, I constantly question my choices and decisions as they create our destiny. Success is not fate or luck... it is based on our choices and our mindset. Are you making the right choices in your business? Look to NCALC / DLI to help you find the answers.

Rita Foley  
President, NCALC

## Index of Advertisers

<b>ATC Associates of NC, PC .....</b>	<b>10</b>
<b>Consolidate Laundry Equipment, Inc.....</b>	<b>8</b>
<b>Drycleaning &amp; Laundry Institute .....</b>	<b>11</b>
<b>Ez Products International, Inc.....</b>	<b>5</b>
<b>Fabriclean Supply .....</b>	<b>14</b>
<b>Gurtler Industries .....</b>	<b>10</b>
<b>Heartland Payment Systems .....</b>	<b>14</b>
<b>MCF Systems Atlanta, Inc.....</b>	<b>10</b>
<b>N S Farrington.....</b>	<b>13</b>
<b>Smith Brothers Company.....</b>	<b>10</b>

# NCALC Board Meets at Pinehurst Resort

The Board of Directors met for their regularly scheduled meeting on Saturday, January 28, 2017 at the Pinehurst Resort in Pinehurst North Carolina with President Rita Foley presiding. The Board heard reports on the health of the association from the President Foley, Treasurer Jimmy Lee, and Executive Director Paul Goodson. The standing committees held working sessions with an emphasis on membership development, program planning for the upcoming annual convention, and government relations.

In addition to these relatively routine activities, the Board undertook a strategic planning exercise, facilitated by Executive Director Goodson to identify the core values of the association. Recognizing the importance of our values in guiding essentially everything we do as an organization, everyone actively engaged in the deliberations.

At the conclusion, five values were unanimously adopted by the Board members present. For more information, see *Our Values* on page 4

On Friday evening, prior to the Board meeting, an informal dinner social was held in the main dining room of the century-old Carolina Hotel at Pinehurst Resort.

Members, spouses and friends enjoyed fellowship, a wonderful meal, and an unexpected bit of entertainment when one of the waitresses broke out in song for our group.



An unexpected bit of entertainment when one of the waitresses broke out in song for our group.



# 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.

*These five one-word values were adopted by the NCALC Board of Directors during their regularly scheduled meeting held in Pinehurst, NC on January 28, 2017. The associated comments were subsequently added to help explain how these values guide our organization, leadership, and members.*

## Guy D. Roberts Sr.

Guy D. Roberts, Sr. of Asheville passed away on March 19, 2017 at the age of 90. He was born into the loving family of A. Fulton and Olive Buckner Roberts on November 16, 1926. He grew up in Asheville and graduated from Lee Edwards High School. He worked in his father's business, Asheville Cleaners and Dyers. He became co-owner of the business with his brother, A. Fulton Roberts, Jr. He dedicated 75 years of his life to his business. His wife of 48 years, Barbara Chandler Roberts preceded him in death on March 22, 1998. He was also preceded in death by his sister, Sarah Roberts Boone.

Guy is survived by his daughter Gail Roberts Garmany (Knox); his sons, Guy D. Roberts, Jr. (Leesa), Jeff Chandler Roberts; and grandsons, Knox Garmany IV, Michael Garmany; and great grandson, Griffan Garmany; and a great granddaughter, Dakota Garmany. Guy is also survived by his brother, Fulton Roberts (Sally); and three sisters, Lucille Neilson, Susie Ray (Bob) and Marie Flowers Ray. He is also survived by many special nieces and nephews.

A graveside service was held at 3:00PM on Thursday March 23, 2017 at West Memorial Park Cemetery, 40 Roberts Road, Weaverville, NC. The family received friends at Morris Funeral Home, 304 Merrimon Avenue, Asheville, NC.

In lieu of flowers memorial contributions may be made to Eblen Charities.



President Rita Foley, Vice President - Government Affairs Chris Edwards, and Executive Director Paul Goodson at Greensboro local meeting with NCALC members Lindsey Beane and Lindley Smith.

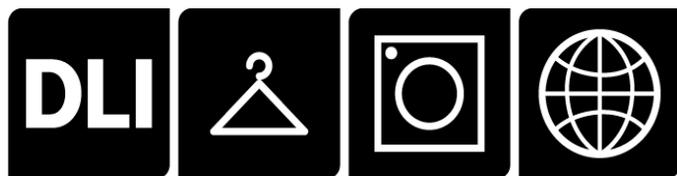
# NC Cleaners Complete DLI Courses



Graduates of the Introduction to Drycleaning Course included Carol Goehring, Regency Cleaners, Durham, NC, shown 2nd from the left on the front row; and Erick Hernandez, Craft Dry Cleaners, Winston-Salem, NC, shown at the far right of second row.



Graduates of the Advanced Drycleaning Course included Jordan Bowen, Scotts Cleaners, Greenville, NC and Erick Hernandez, Craft Dry Cleaners, Winston-Salem, NC, shown 3rd and 4th respectively from the left on the back row.



**DRYCLEANING & LAUNDRY**  
INSTITUTE INTERNATIONAL

## Heat Seal Presses, Heat Seal Labels and Genuine Rope-Ties *from EzProducts International Inc.*



**You Deserve the Best!  
The Ultimate  
Heat Seal Machine**

Proudly made in the U.S.A.  
Built to OSHA standards

Choose from 3 models,  
7 different interchangeable  
lower platens and single  
or dual heated platens

**2 YEAR  
WARRANTY**



**Eliminate paper tags with  
text or bar code labels**

Save time and  
money and  
consistently charge  
the same price.

Print text labels  
or purchase  
preprinted  
bar code labels.

### Genuine MBH Rope-Ties

**Stop Shaking  
Out Shirts.  
Save time.  
Save money.**



*Don't be fooled by cheap inferior ones!*



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

custom solutions for all budgets

Our Heat Seal Presses and Genuine MBH Rope-Ties  
are Recommended by the Consultants You Trust

# NCALC Issues Letter Supporting DSCA Extension

NCALC has recently issued a letter to the North Carolina Department of Environmental Quality Division of Waste Management indicating full support of reauthorizing the Dry-cleaning Solvent Cleanup Act (DSCA) through 2032. The letter further supports extending the solvent tax through 2030, and continuing to direct 60% of the cleaning industry's sales & use tax to the DSCA Fund (as currently written in the statutes)

until 2030. In addition, the NCALC is also in favor of increasing funds available to investigate inactive hazardous substance disposal sites described in GS 143-215.104C.(d) from 1% to 2% of the fund balance. Numerous suspected sources of dry-cleaning solvent contamination have already been investigated using these funds. Data collected from these investigations helps protect occupants and helps property own-

ers make sound environmental and real-estate decisions.

NCALC has a strong history of working collaboratively with the Department on developing and enhancing the DSCA Program. We look forward to continuing to work with the Department as we share a common goal of protecting our environment and sustaining our state's economic stability.

## Thanks to the 2017 Annual Convention Sponsors

Annually, NCALC members, friends, and families enjoy networking, education, fellowship, and fun at the Convention. This very important event of our organization could not be produced without the strong financial support of the convention sponsors. As of press time for this newsletter, the following companies have pledged their support for this year's convention. Please thank them for their support.

N.S. Farrington Company

Consolidated Laundry Equipment, Inc.

Tri-State Laundry Equipment Co.

U.N.X. Incorporated

Spot Business Systems, LLC

Fabritec International

EZ Products International, Inc.

Fabricare Systems, LLC

Gurtler Industries

Kreussler, Inc.

Poyner & Spruill, LLP

## 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:**

- Albumin
- Egg
- Gravies
- Blood
- Grass Stains
- Oil
- Ink
- Odors
- Tar
- Shoe Polish
- Makeup
- Medicines
- Gum
- Food Stains
- Red Clay
- Perspiration Salts
- Animal Waste
- Human Waste
- Glues
- and more....



smithbrotherscompany.com



info@smithbrotherscompany.com



(252) 793-2579

**in textile chemistry and hygiene**

## Considering Alternative Cleaning Solutions

For those of you that are old hands to the dry cleaning industry, change may come hard. In the past, effective supplemental stain removal has been a product of using aggressive chemical tools. However, these chemical tools have been under scrutiny by the media and various governmental agencies for over twenty years. The time is at hand for all of us in garment care to stop and take a fresh

look at each and every chemical tool we are using. We have fought a good fight, but the time has come to spend our time searching for new formulations.

In the early 90's the most common immersion solution used in dry cleaning; caught the attention of Health and Human Services and the Environmental Protection Agency. Alternatives to perchloroethylene have rapidly taken a large share of the market. If the upcoming Clean Show in Las Vegas is to be used as a barometer, you will be hard pressed to find a perc drycleaning machine on the floor of the exhibition hall. Quality results are still available, but, at the expense of longer run times. Multi-solvent machines are available; using less aggressive, but more environmentally friendly, immersion solutions. The "machine" is going to require some assistance if high quality is to be achieved and maintained.

Unfortunately, the traditional workhorse of supplemental stain removal, trichloroethylene, is being targeted by regulators. It is an effective tool on dryside stains and has been often used for touchup, due to its extremely high evaporation rate. This is another case where aggressiveness will have to be replaced by an equally effective, but slower acting chemical tool.

Do not wait until the last moment. Start today to research and test alternatives to removing things like acrylic nail polish, liquid paper, and latex paint. Pay attention to trade magazines; both the articles and the advertising. You can rest assured that the manufacturers of spotting chemicals are working hard to stay ahead of anticipated regulations. The days of simply processing garments through a perchloroethylene dry cleaning machine are quickly coming to an end. The use of trichloroethylene, even in small amounts at the spotting board, seem to be numbered. Start today to re-equip your plant with the chemical tools of tomorrow.

In the meantime, I recommend that you add a bottle to the tray on your spotting board, amyl acetate. Acting as a co-solvent/catalyst, it can boost the effectiveness of your current dryside spotters without using trichloroethylene. Apply your normal spotter and light mechanical action. If the results are less than expected; place a drop of amyl acetate on the area and apply more light mechanical action. This should improve results. Flush the area with a general spotter/ leveling agent and dry clean as normal.

I will keep looking and testing. One warning, though. I am seeing some "alternatives" that are using various concentrations of ACETONE to boost power. There are far too many acetate linings and blends for me to give the green light to acetone in any concentration. Time will tell, but, melted acetate is a claim you can not deny.

**Martin Young**

### 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.)

#### Attorneys

Poyner Spruill, LLP, Rick Kane ..... 704-342-5303

#### POS Computer Systems

Fabricare Manager – Marcelo Rangel..... 888-249-5142

Spot Business Systems, LLC. Ray Chesire..... 801-495-1200

#### Credit Card & Payroll Processing

Heartland Payment Systems – Tammy Rigdon..... 919-345-3514

#### Environmental Consultants

ATC Associates, Genna Olson..... 919-871-0999

#### Equipment Sales & Maintenance

Consolidated Laundry Equipment, Inc..... 800-227-6149

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

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

#### Hazardous Waste Disposal

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

#### Supplies

Cleaners Supply, Inc..... 800-568-7768

Fabritech International, Wes Brunson ..... 859-653-5609

Gurtler Ind., Harold Smith..... 800-638-7300

Kreussler, David Knight ..... 919-280-1040

N.S. Farrington & Co ..... 800-722-0374

Phenix Supply Co. .... 800-272-0540

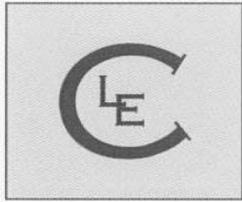
R. R. Street Co., Rick Moore..... 980-258-3515

UNX Inc..... 800-827-9294

#### Your Company Could Be Listed Here

Contact NCALC Office by email at [info@ncalc.org](mailto:info@ncalc.org) or by phone at 919-313-4542 for information about NCALC Associate Membership.

(Question to NCALC Launderers & Cleaners – Are your best suppliers Associate Members?)



# Consolidated

LAUNDRY EQUIPMENT INC.

**Charlotte**

714F Montana Drive  
Charlotte, NC 28216  
(704) 395-1234

**Raleigh**

530 Maywood Avenue  
Raleigh, NC 27603  
(919) 832-4624

**Chesapeake**

209 Research Drive  
Chesapeake, VA 23320  
(757) 547-5350

Why choose Consolidated Laundry for your equipment, parts and service needs?

- The Best Brands of Equipment Available
- Our Knowledgeable and Friendly Parts Staff
- Over 10,000 Parts in Stock
- Factory Trainer Service Technicians
- Knowledgeable and Friendly Sales Staff
- Unsurpassed Customer Service
- Three Offices for Your Convenience
- Over 45 Years Serving NC, SC and VA

Whether you want to open a new store, retool an existing store, buy parts or need service, we have the knowledge and experience to handle all your needs in a professional and timely manner.

*Here is a sampling of the brands we represent. If you don't see what you need, give us a call. We can help.*



PROUDLY SERVING NORTH AND SOUTH CAROLINA AND VIRGINIA FOR OVER 45 YEARS

**(800) 227-6149**

[www.consolidatedlaundry.com](http://www.consolidatedlaundry.com)

## North Carolina Association of Launderers and Cleaners 2017 NCALC Annual Convention Blockade Runner Resort, Wrightsville Beach, NC May 26-29, 2017

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 Blockade Runner Resort at Wrightsville Beach, NC.

**Who:** NCALC members and non-members alike are encouraged to register and participate in these meetings and to invite their colleagues in the Fabricare Industry to join us.

**What:** NCALC members and non-members will be coming to this annual event which will feature educational sessions, the 111<sup>th</sup> annual membership meeting, vendor displays, several group social events, and lots of opportunity for everyone to enjoy fellowship and the recreational activities of the beach. In addition to the

activities at the convention headquarters, Blockade Runner Resort, we will hold our Saturday evening reception and banquet at the highly rated Bluewater Waterfront Grill nearby.

**Annual Meeting:** President Rita Foley will preside over the annual meeting featuring key leaders of the association providing updates on how NCALC is working to promote and support the Fabricare Industry in North Carolina.

**Educational Program:** Our educational program will include speakers on issues affecting businesses in the Fabricare Industry and best practices for addressing those issues for your business. Sessions include:

***Optimizing Route Operations To Develop Business*** with James Christman (Starchup), ***Personal Protective Equipment - How To Stay***

***Protected*** with Consultant Patrick daSilva, ***How Drycleaners Can Become Invincible to Lawsuits & Save Thousands in Taxes*** with Larry Oxenham

(American Society for Asset Protection), and ***Preventing And Mitigating Losses From Unexpected Disasters***.



*Blockade Runner Resort*



*Christman*



*daSilva*



*Oxenham*



*Bluewater Waterfront Grill*

**Social Activities:** In addition to the networking opportunities around the meetings and fun times at the beach, this convention will feature three different group dinner functions. Friday evening, a Shrimperoo is planned for the whole family and friends on the lawn of the Blockade Runner. Saturday evening adults will travel to the nearby Bluewater Waterfront Grill for our President's Reception and Banquet. Kids will have a Young Cleaners Party of their own. Finally, our Memorial Day weekend would not be complete without our Sunday evening cookout on the lawn of the Resort. At the cookout, we will also hold a new and improved raffle to raise funds for our Scholarship Program.

**Convention Registration:** Advance registration for the convention is strongly recommended. Discounts are available for NCALC members. Visit the NCALC website at [www.ncalc.org](http://www.ncalc.org) for a downloadable convention registration form.

**Hotel Accommodations:** We have arranged a block of rooms for our group with special pricing of \$225 for Harborfront and \$260 for Oceanfront rooms. Room rates are subject to local sales and occupancy tax and a \$35/night charge will apply per adult (age 13 and over) over two per room. A three-night stay is required for this holiday weekend. Breakfast is included in the room rate. **Our room block and pricing are available until May 5.** After that date, rooms not reserved will be released from our block back to the hotel for general sales. **To make your reservations, call the Blockade Runner Resort directly at 800-541-1161** and tell them you are with the NCALC group.



# 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.



## Dry Cleaning WASTE DISPOSAL SERVICES

Servicing the Dry Cleaning Industry Since 1989

- Competitive Pricing
- Easy to Handle 15 & 20 Gallon Drums
- Regularly Scheduled Route Services
- 26 Foot Straight Trucks
- 5000 Active Customers in 23 States
- Lamp Disposal Services



Perchloroethylene  
& Petroleum Waste

Still Bottoms

Filters

Separator Water

## 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.



**GURTLEA**  
INDUSTRIES, INC.

"Your Laundry Chemical Specialist"

[www.gurtler.com](http://www.gurtler.com)

**HAROLD W. SMITH**  
Regional Vice President

15475 South LaSalle Street  
South Holland, Illinois 60473

Office: 708.331.2550  
1.800.638.7300

Mobile: 919.880.3234

E-mail: [hsmith@gurtler.com](mailto:hsmith@gurtler.com)



ENVIRONMENTAL • GEOTECHNICAL  
BUILDING SCIENCES • MATERIALS TESTING

Offices in Raleigh, Charlotte, Asheville, and Wilmington  
[www.atcgroupservices.com](http://www.atcgroupservices.com)

Contact Genna Olson at (919) 871-0999  
or [genna.olson@atcassociates.com](mailto:genna.olson@atcassociates.com)



## **DLI's Garment Analysis App**

Same great report.  
No boxes. No shipping or insurance fees. No waiting. No Pain!

**Point, shoot, send.** Get the same great analysis report you expect from DLI's International Textile Analysis Laboratory without the hassle of shipping a garment in a box.

Available now for iOS and Android devices.



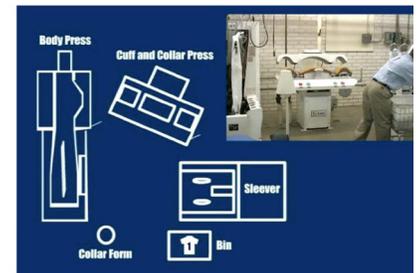
### **DLI's App with Stain Solutions**

- Solutions for every stain
- TABS Library
- Spanish Stain Translations
- Print and Email TABS



### **Encyclopedia of Drycleaning Online**

Thousands of technical bulletins on every topic related to operating a successful cleaning business.



### **DLIonline Video Training Library**

- Finishing Series
- Customer Service
- Inspections
- Stain Removal Series

Get more information and join at [www.DLIonline.org](http://www.DLIonline.org) or 800-638-2627

**Drycleaning & Laundry Institute**

## Dry-Cleaning Solvent Cleanup Act (DSCA) Fund Statistics

### *FY 2016-17 (through 3/31/17)*

**Receipts:**

Solvent Tax Revenue:	\$ 149,022.17
Sales Tax Revenue:	\$ 6,046,010.56
Petitioner Payments (fee/copy):	\$ 101,077.20
Miscellaneous (investigation costs):	\$ -
Rebate:	\$ 75.77
Interest:	\$ -
<b>Total Receipts:</b>	<b>\$ 6,296,185.70</b>

**Disbursements:**

Dept. of Revenue Admin:	\$ -
Reimbursements/Payments:	\$ -
Contracts:	\$ 4,206,730.76
Haz Waste Fees:	\$ 82,075.00
County Well Permit Fees:	\$ 45,310.00
Transfer to Inactive Haz Sites:	\$ -
Transfer to Green Square Proj:	\$ -
Transfer - Budget Shortfall:	\$ -
DEQ Admin:	\$ 929,425.00
<b>Total Disbursements:</b>	<b>\$ 5,263,540.76</b>

### *Duration of Program (through 3/31/17)*

**Receipts:**

Solvent Tax Revenue:	\$ 11,850,980.92
Sales Tax Revenue:	\$ 109,436,217.88
Petitioner Payments (fee/copy):	\$ 1,609,220.53
Miscellaneous (file copying):	\$ 919.93
Rebate:	\$ 28,870.11
Interest:	\$ 7,522,262.17
<b>Total Receipts:</b>	<b>\$ 130,448,471.54</b>

**Disbursements:**

Dept. of Revenue Admin:	\$ 57,272.02
Reimbursements/Payments:	\$ 1,963,991.89
Contracts:	\$ 96,101,743.05
Haz Waste Fees:	\$ 1,423,028.41
County Well Permit Fees:	\$ 390,790.00
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:	\$ 15,690,068.25
<b>Total Disbursements:</b>	<b>\$ 123,793,741.55</b>

**Fund Balance as of 3/31/17: \$ 6,654,729.99**

**Encumbered in Contracts as of 3/31/17: \$ 3,792,783.27**

### **DSCA Site Statistics (through 3/31/17)**

Identified Contaminated Dry-cleaning Sites:	456
Sites Certified:	394
Sites Determined Ineligible:	4
Eligible Sites Not Certified:	58
Sites Pending Closure:	39
Sites Closed:	68
 Estimated Contaminated Sites:	 1500
 Current Number of Operational Facilities:	 516

## Why I am a Member of NCALC & DLI

For 27 years I worked for a large public utility corporation. In the management organization, I was constantly surrounded by support and advice. Frankly, at times there was more support and advice than desired, but that's another story. The point is, there was no way to fail due to the heavily experienced management team throughout the organization.

In June of 2001, I changed careers by seizing the opportunity to purchase an established (50 years old) dry-cleaning and laundromat business. Fortunately, the entire team of long time experienced employees stayed with me. The previous owner left me with a great business and one bit of advice. The advice was "pay all your bills promptly" and, "Always renew your DLI/NCALC membership." I have of course done both.

Shortly after going into business I met Bob Smart, Bob is now retired and was Vice President of Membership for the NCALC. He is the previous owner of White Star Cleaners in Durham.

Bob obviously saw me as a small fish in a big pond and with very little experience in the dry cleaning industry. I was invited to the 2001 Fall NCALC board meeting in Asheville as Bob says to "meet some folks", and indeed I did "meet some folks, good folks!"

At that meeting and many others since then, I have met dozens of good folks that have the same goals and same passion for the dry-cleaning industry as I do. The comfort of not being alone in the big pond began to come back. I have questioned, quizzed and grilled these guys and ladies about all areas of this business. From environmental issues, equipment issues, insurance, to fabric issues. Having this pool of resources is priceless.

Being a member of DLI is just the right thing to do. Every one of us in this business, whether we pay dues or not, gleans the benefits of the research, development and lobbying done by DLI.

I encourage all dry-cleaning business owners and operators to become members of DLI/ NCALC. And don't just become a member, be active. I guarantee whatever contribution you

make will return two fold.

I wish you and your business the very best in 2017.

**Bayard R. Crumpton**  
Nuway Cleaners, Inc., Roxboro, NC

## Are You A Member?

If not, what are you waiting for? NCALC membership for laundry and dry-cleaner operators is linked with membership in DLI. DLI provides lots of information and handles our joint NCALC/DLI membership applications through their web site at [dlionline.org/membership](http://dlionline.org/membership).



**CONTACT US**  
Toll Free: 800-722-0374  
Tel.: 336-788-7705  
E-mail: [info@nsfarrington.com](mailto:info@nsfarrington.com)

**N.S. FARRINGTON & CO.**  
Serving North and South Carolina, Virginia, West Virginia, and northern Georgia

<b>COST EFFECTIVE</b>	<b>SUSTAINABLE</b>	<b>SUPPORT</b>	<b>PRODUCTS</b>
All products are shipped to your door via N.S. Farrington truck	N.S. Farrington provides free back-haul services for poly film and bags, metal hangers, and metal and plastic drums	N.S. Farrington Sales Reps and Technical Support staff are expert in all aspects of garment and linen care. Our mission is to provide robust and long-term solutions, within budget	N.S. Farrington stocks a broad range of cleaning chemicals and supplies - over 3000 unique items - for dry cleaning, commercial and institutional laundry, and janitorial needs





## AFFILIATE SOLUTIONS

### CARD PROCESSING

Increase your profits by reducing your card processing expenses. We help you do just that by eliminating outsourcing and middlemen — delivering cost savings and streamlined processes to your business that include:

§ Fair pricing and full disclosure of fees and agreement terms

§ Processing for all major card brands on one easy-to-read statement

§ Round-the-clock service through a dedicated field service team and toll-free, US-based live support 24/7/365

Protect your data, your business and your patrons with Heartland's award-winning E3™ end-to-end encryption solution. To learn more, visit E3secure.com.

### GIFT MARKETING

Turn gift cards into powerful marketing tools that increase revenue, promote your business and expand your customer base through innovative and proven techniques.

§ Market your business through joint promotions with other local businesses

§ Leverage traditional gift cards to create word-of-mouth marketing

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

### PAYROLL SERVICES

Tailor your payroll program with a full suite of solutions — time and attendance, point-of-sale integration, IRS-compliant tip reconciliation, workers' compensation programs, prepaid payroll cards and more — and only pay for the features you need.

§ Comprehensive, customizable payroll capabilities

§ A three-year, fixed-price agreement

§ No fees for deletions or additions of employees

### CHECK MANAGEMENT

Automate check processing ... gain operational efficiencies ... and improve your cash flow with a comprehensive check management system that handles check deposit through recovery and collection.

§ Scan and deposit checks at your convenience

§ Improve your cash flow by quickly receiving payment

§ Initiate check recovery activities and recover bad check funds automatically



For information or a no obligation quote, contact Tammy Rigdon, Division Manager at 919-345-3514

Come See Our website?  
[www.fabricleansupply.com](http://www.fabricleansupply.com)



- ◆ Place orders, manage, pay & view your account online
- ◆ Get Technical Assistance
- ◆ View Our Resource Center
  - ◆ Safety Data Sheets (SDS)
  - ◆ Helpful Regulatory Links
  - ◆ Training & Education
  - ◆ Upcoming Seminars & Events
  - ◆ Other Helpful Documents

With our VAST line of products  
We will meet your Dry Cleaning,  
Laundry, Industrial, Vending  
& Janitorial needs



We have over 117 years of industry experience with a staff dedicated to providing first-class customer service.

800-442-7021

## 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 Edwards	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
Patrick Collins	VP Member Sevices	704-398-1525	704-399-1076	patrick@collinscleaners.com
Jimmy Lee	Treasurer	704-375-5741	704-375-9428	jimmylee@jinesdrycleaning.com
Allan Cheatham	Secretary	910-754-4435		akcheatham@atmc.net
Bayard Crumpton	Sargent at Arms	336-599-3455	336-599--3455	nuway726@embarqmail.com
Tom Volk	Immediate Past President	252-792-2510	252-795-3068	tntvolk@aol.com
Clint Harris	Allied Trades Representative	800-722-0374	336-788-7729	clint.harris@nsfarrington.com
Edwina Johnston	District 1( NE ) Director	252-727-4840		edwina@ec.rr.com
Allan Cheatham	District 2 ( SE ) Director	910-754-4435		akcheatham@atmc.net
Bret Allan	District 3 ( Triangle) Director	919-480-7943		ballan@medlindavis.com
Lindsey Beane	District 4 ( Triad ) Director	336-273-7588		fordhamcleaners@gmail.com
Roger Routh	District 5 ( NW ) Director	336-786-2325	336-786-8085	rogercrouth@gmail.com
JermeY Tutt	District 6 (Charlotte) Director	704-932-7106		jeremy.tutt1@gmail.com
Tom Wilson	District 7 ( SW ) Director	828-648-2817	828-648-2819	tom@americancleaners.co
Wes Brunson	Director at Large	859-653-5609		jwbrunson@truvista.net
Rick Kane	Director at Large	704-342-5264	704-342-5264	rkane@poynerspruill.com
Billy Kincaid	Director at Large	919-832-4624	919-833-3070	bkincaid@consolidatedlaundry.com
David Knight	Director at Large	919-280-1040	919-303-2635	david.knight@kreussler.com
Charisse Lassiter	Director at Large	252-438-5525	252-430-1311	classiter11@nc.rr.com
Kevin Lawson	Director at Large	336-992-5218	336-992-5215	tristate@northstate.net
Scott Lloyd	Director at Large	919-493-7755		swlloyd@yahoo.com
Wes Sessoms	Director at Large	828-859-9265	828-859-6691	wesatbrocks cleaners@yahoo.com
Bob Smart	Director at Large	919-383-8883	919-383-0686	bandesmart@nc.rr.com
Marvin Thomas	Director at Large	828-253-3692	828-254-1144	Marvin@swannanoacleaners.com
Rich Volk	Director at Large	252-321-2911	252-756-6763	dryclean@bowencleaners.com
Bart Williams	Director at Large	910-762-0298	910-762-1216	bartwilliams@williamsfabricare.com

*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.*



PRSR STD  
US Postage  
**PAID**  
Raleigh, NC  
Permit #1976

# In This Issue

**NCALC Holds Local Meetings.....1**  
Cleaners gathered in Raleigh and Greenboro to discuss issues.

**NCALC Holds Seminar..... 1**  
NCALC held its finishing and inspections seminar on February 25 in Raleigh.

**President’s Desk ..... 2**  
Rita Foley asks what are we looking for in her President’s Message.

**List of Advertisers..... 2**

**Board Meeting at Pinehurst ..... 3**  
The NCALC Board of Directors met at the Pinehurst Resort in Pinehurst, North Carolina on Saturday, January 28, 2017. They adopted five core values for the association.

**Our Values .....4**

**Guy Roberts Obituary .....4**  
Guy D. Roberts has passed away. He was in the industry for 75 years.

**NCALC Supports DSCA Extension .....6**  
NCALC has recently issued a letter to the NCD-EQ Division of Waste Management indicating full support of reauthorizing the Dry-cleaning Solvent Cleanup Act (DSCA) through 2032. The letter further supports extending DSCA.

**Associate Members Listing ..... 7**

**Consider Alternative Solutions ..... 7**  
The time is at hand for all of us in garment care to stop and take a fresh look at each and every chemical tool we are using.

**2017 Annual Convention ..... 9**

**NCALC Mission Statement ..... 10**

**DSCA Fund Statistics ..... 12**

**Why I am a Member ..... 13**

**Information Directory ..... 15**