



**NELA**  
**NorthEast Laundry**  
**Association**  
SUPPORTING MEMBERS SINCE 1911

## August 2015 Newsletter

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### 103<sup>rd</sup> Annual Meeting & Fall Conference

Friday October 9 - Sunday October 11, 2015

Newport Marriott, Newport, RI

Registration is Open!

Early Bird Registration Ends August 28

[Download Brochure](#)

[Download Registration Form](#)

[Download Sponsorship Opportunities](#)



### A Special Thank You to our Gold Level Sponsors:

AmeriPride Services

Hirsch Roberts Weinstein, LLP

Milliken

Pinnacle Textiles

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### Letter from Executive Director Ron Evans

Over the next several months I will attempt to answer the most frequently asked questions (FAQs) on why someone should be a member of NELA. We will start with the most obvious questions and drill down to what you can do to contribute to make our association more beneficial to you and the other members. We will start with Part I: WIIFM (What's In It For Me?)

#### FAQ #1: Why should I belong to the Northeast Laundry Association?

- A. Expand your resource base with industry specific contacts, information and friends.
- B. Develop back up emergency or catastrophic processing safeguards.
- C. Network with people who face the same challenges as you, every day.
- D. Identify upcoming trends. "Nothing is as constant as change."
- E. Share solutions that expand our industry's acceptance by the public sector.
- F. Tear down silos within our industry that prevent our improvement.

- G. Stay ahead of competition
- H. Enjoy the fellowship of like-minded people.
- I. Socialize with old and new friends in a stress free, friendly environment.
- J. Receive monthly newsletters filled with updated and relevant industry information.
- K. Interact with dozens of supplier associates in casual informal settings.

[Read more](#)

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## Falvey Linen Supply Investing in Future



Falvey Linen Supply announced plans to invest \$7 million in a new 240,000-square-foot building on 17 acres of land in Springfield. The Cranston, R.I. based company also plans to invest in renovations and new laundry equipment. Founded in 1929, Falvey also has facilities in the Hartford area as well as Eastern Massachusetts. The company is seeking incentives through the state's Economic Development Incentive Program, which would help assist with the large investment. The investment should create more than 100 new jobs. Web: [falveylinen.com](http://falveylinen.com)

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## U.S. Department of Labor Proposes Regulatory Changes

### Hirsch Roberts Weinstein, LLP

Jeff Hirsch, of Hirsch Roberts Weinstein LLP, would like to alert NELA members on the proposed changes to the wage and hour regulations (White Collar exemptions) set by the U.S. Department of Labor (DOL). The long anticipated proposal to update the regulations on overtime exemptions for certain "white collar" employees falls under the Fair Labor Standards Act, which states workers are entitled to overtime pay of 1 ½ times their regular rate of pay for hours worked over 40 in a workweek. There are exemptions for executive, administrative, and professional employees (among other exemptions). In order to qualify for one of these three exemptions, an employee must meet both a "duties" test and a "salary" test. The new proposed regulations would modify the salary test by increasing the minimum required salary from \$455/wk. (\$23,660 annually) to \$921 per week (\$47,892 annually). [Read more](#)

### Sandy Seay Management Consultants

Obama Administration Raise Exempt Salary Levels: A little over a year ago, the Obama administration directed the Department of Labor to devise new regulations that raise the salary levels for white collar exempt employees. This is a huge change with seismic implications. Wage and Hour regulations identify five white collar exemptions and employees who meet these qualifications are exempt from time keeping, the minimum wage and overtime. [Read More](#)

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## OSHA Update

Please review this important information regarding OSHA 1910.269: a federal regulation (law) that defines the safety practices of employees working in the generation, transmission and distribution of electricity. This update will greatly affect the laundry world. Regardless of whether a laundry does their own electrical work or sources out to an independent contractor, the laundry is responsible to make sure those doing any electrical work on their premises are compliant with the Newest OSHA standard 1910.269. The deadline is August 31st of this year. Thank you **Peter Kumiega, VF**, for this vital information. [Read More](#)

[Link to OSHA](#) Read Exhibit C.F and Exhibit C.G

## Supplier News

### Venus Group Opens New Facility

Venus Group, a global leader in textiles for Institution, Hospitality and Healthcare headquartered in Southern California, is announcing the opening of an 83,000 square foot "cut and sew" South Carolina manufacturing facility, which will also include a distribution center. The company presently operates a 170,000 square foot "cut and sew" manufacturing facility and distribution center at its Orange County, California headquarters. Venus will provide the same excellent service on the East Coast that it has been providing in the West for over 40 years by stocking fabric and core items, and manufacturing special products. This new venture will enable Venus to enhance its "Custom Capabilities" program by which the company can cut and sew tablecloths, aprons and bed linen and ship to its customers in as little as 3 to 5 business days. Web: [venusgroup.com](http://venusgroup.com)



### Washing Systems Introduces ClearPath

Within the industrial laundry industry, an item is considered hygienically clean when it is free of pathogens in sufficient numbers to cause illness or disease in humans. Pathogens are defined as anything capable of causing disease including bacteria, yeast, and mold. Bacteria, yeast, and mold, are all microorganism. Specific microorganisms have the potential to become pathogens, if the right opportunities present themselves. These specific pathogenic microbes are known as opportunistic pathogens. Washing Systems introduces ClearPath™, a revolutionary, patent-pending process, developed to ensure hygienic cleanliness of textiles at significantly reduced temperatures. Textiles are rendered hygienically clean while washing in temperatures as low as 100F. Microbial testing is conducted at Washing Systems BSL-2 rated lab under GLP guidelines. ClearPath™ combines completely green chemistry (NPE and Phosphate free) with significant utility reductions. In current installations, the process is demonstrating energy savings of 70% and water savings over 40% when compared with traditional wash processes. Additionally, a 30% reduction in formula run times are optimizing plant capacities and producing significant machine time savings. Contact Alvin Fryxell at [Afryxell@Washingsystems.com](mailto:Afryxell@Washingsystems.com) or 860-478-5168 for more information. Web: [washingsystems.com](http://washingsystems.com)



### Wet-Tech, The Ozone People

Wet-Tech, The Ozone People has changed their corporate identity to better reflect their core business activities. The new name is New Horizons in Ozone Solutions Inc. dba WET-TECH. The company now concentrates on ozone solutions for the laundry and environmental solutions utilizing new technologies in ozone applications. They can help you meet and exceed government regulations while providing a quick ROI. Wet-Tech is "Made in America," and is recognized as a SDVOSB (Service Disabled Veteran Owned Small Business) with a CCR / SAM registry. For a site visit and plant evaluation, call 508-831-4229. Do it Once & Do it Right: Wet-Tech, the Ozone People. Web: [Wet-Tech.com](http://Wet-Tech.com)



### Gurtler Announces New Hire

Gurtler Industries, Inc. is excited to announce the addition of Brian Campbell. Brian joined Gurtler in July of 2015 as Manager of Market

Development covering the area of upstate New York. Brian brings with him twenty-five years experience in the industry. Gurtler Industries, Inc. offers advanced detergents, a full line of processing chemicals, specialty chemicals, injection systems, and personalized service for the commercial laundry industry. Web: [gurtler.com](http://gurtler.com)



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### Invite a Friend or Colleague to Join NELA!

If you know of a potential operator or supplier member please provide them with a NELA application. [Download Application for NELA Membership](#)