

Hi, just a reminder that you're receiving this email because you have expressed an interest in NorthEast Laundry Association. Don't forget to add nela@rjevansassociates.com to your address book so we'll be sure to land in your inbox!

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March 2016 Newsletter

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2016 Spring Meeting & 22nd Annual Golf Outing

Wednesday June 8 - Thursday June 9, 2016

Boston Marriott Quincy

Quincy, MA

22nd Annual Golf Outing: Thorny Lea Golf Club

Reception ,Dinner & Cracker Barrel: Dorothy Quincy Ballroom

Guest Speaker: Sandy Seay, Seay Management Consultants

Plant Tour: Crown Uniform & Linen Service



Registration is Open!

[Registration Form](#)

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Make Plans to Attend the Spring Meeting & 22nd Annual Golf Outing!

I hope this message finds everyone doing well and enjoying life. **NELA's 2016 Spring Meeting & 22nd Annual Golf Outing** will be coming up in a couple of months and we have an outstanding program that you won't want to miss.

Networking opportunities for all attendees will take place throughout the Spring Meeting, starting with Wednesday's **22nd Annual Golf Outing at Thorny Lea Golf Club**. (I would like to thank **Churchill Linen** for securing this year's spectacular golf venue.) Later that evening we will hold our **Reception and Dinner** in the Dorothy Quincy Ballroom. Our valued suppliers will then have the opportunity to address members during the **Cracker Barrel Session**. During Thursday morning's breakfast **Guest Speaker Sandy Seay**, President of Seay Management Consultants, provide our Educational Session. We will also be announcing the detailed program and agenda for our 104th Annual Convention this fall. It will take place in an exciting location which will be attractive to all New York State operators. We will have excellent educational programs and extra-curricular activities that will combine fun with our business schedule. The highlight of this year's Spring Meeting will be our **Plant Tour of Crown Uniform & Linen Service's** new state-of-the-art 94,000 square foot facility. All operators love to tour other textile rental facilities, and this one will be special, as it is being organized and hosted by the Spilios family. Attendees will tour the facility in small groups to insure complete interaction with Crown's management team.

The Spring Meeting is also the perfect opportunity for everyone to **invite a non-member** to join us so they can learn all that NELA has to offer. It will also be the perfect time for them to experience NELA's advanced commitment to bring more education, fellowship and value to each and every member. Do a friend a favor and invite them to see what the NorthEast Laundry Association can mean to their future success. As a regional association, NELA focuses on industry specific values, resource development, and providing solutions that are common within the Northeast. **Plus all attendees are sure to have a lot of fun!**

See you in Quincy,

David Desmarais
President

Guest Speaker

Sandy Seay is President of Seay Management Consultants, Inc., a full service Human Resources Management firm located in Orlando, Florida. He frequently shares his expertise on human resource and labor relations issues throughout the country, and is the author of numerous articles and management guides for the textile services industry. At this year's Spring Meeting Sandy will discuss a range of topics including recent or pending legislative updates on worker wages, classifications, verifications and benefits. Be sure to bring your company's most pressing HR related questions for Sandy.



Welcome New Members!

Operator:
A+ Towel and Linen Supply
149 Verdi Street
Farmingdale, NY 11735

A⁺ Towel & Linen Supply

631.777.4849

www.aplustowels.com

Contact: Neal Cappadona

Email: ncap@aplustowels.com

Associate:

NSF International

789 N. Dixboro Road

Ann Arbor, MI 48105

734.827.5652

www.nsf.org

Contact: Ashlee Breitner, Business Unit Manager

Email: abreitner@nsf.org



NSF International

AmeriPride

AmeriPride Services has launched a newly redesigned website at www.AmeriPride.com. The streamlined, mobile-friendly site was designed to improve the customer experience and features a fresh, modern look consistent with the company's other new digital tools. "We're always listening to our customers' feedback on how we can improve their experience with us and we used this input when designing our new site," said Andrew Steiner, Vice President of Marketing and Customer Operations.



AmeriPride also announces their plan to replace 20 percent of their fleet at its Vernon branch with electric delivery trucks equipped with a Motiv Power Systems All-Electric Powertrain. "AmeriPride is committed to the environment and the communities where we live and work," said Bill Evans, President and CEO of AmeriPride. "As one of the biggest operators in our industry, we are setting the standard for clean operations and continue to make improvements to our delivery operations and invest resources to test and help advance new green technologies."

[Read more](#)

ALSCO

ALSCO is pleased to announce that a multi-year entitlement sponsorship will take place between the company and Kentucky Speedway. The XFINITY Series AlSCO 300 will take place Friday, July 8 as part of a NASCAR tripleheader weekend at Kentucky Speedway that will begin Thursday, July 7, with the Camping World Truck Series Buckle Up in Your Truck 225, and concludes with the Sprint Cup Series Quaker State 400 presented by Advance Auto Parts on Saturday, July 9. "Having our brand connected with a first-class racetrack like the Kentucky Speedway is an obvious and perfect choice," said Steve Larson, AlSCO Vice President, North American Operations. "We receive tremendous benefit by pairing the AlSCO name with this incredible speedway," remarked Jim Divers, Director of Sales and Marketing.



Seay Management Consultants

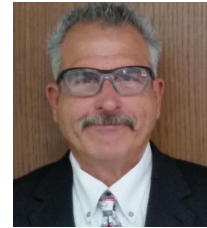
Last month, Seay Management reported that the Department of Labor announced that the proposed rule raising exempt salary levels to \$970 per week would "probably" be published in June. Now, they have discovered a



speech given by Department of Labor Solicitor, Patricia Smith, that makes this date seem even more likely. [Read more](#)

Gurtler Industries, Inc.

Gurtler is excited to announce the addition of Mike Taylor who joined Gurtler in February of 2016. Mike will be Manager of Market Development in the New Mexico, Arizona and West Texas areas. Mike brings with him thirty plus years experience in the laundry industry. Gurtler Industries, Inc. is a leading manufacturer of advanced detergents and specialty chemicals for the commercial laundry industry. Learn more at www.gurtler.com.



Gurtler microbiologist Kevin McLaren will share preliminary data from a study into the effectiveness of the wash process in killing Clostridium during the American Reusable Textile Association (ARTA) 2016 Education Conference this month. ARTA and Gurtler's objective of the study is to determine the efficacy of a standard laundering process on the removal from fabric and killing of C. diff spores. Nancy Jenkins, ARTA executive director, says that recent cases had shown contaminated linens were linked to deaths of patients. "While we know that this contamination occurred during transport and/or in storage at the hospital, it is more important than ever for launderers and chemical suppliers to be able to verify that best practices for processing linen do ensure that C.difficile is killed," she stated. The study will include two phases of testing.

Tingue In the News

Tingue, Brown & Co. has integrated its sister company Talley Machinery into a new organization consolidating the two iconic laundry brands as Tingue. The new Tingue organization builds on the foundations of two industry-leading companies that share histories spanning more than a century since their founding in 1902. Tingue,



Brown & Co. formed as a fine quality felt supplier and became a product development pioneer responsible for introducing the sling systems, molded plastic laundry carts and flatwork ironer products that keep laundries operating to this day. Talley Machinery started as a laundry service before becoming a manufacturer of commercial laundry machinery, parts and equipment. The newly formed Tingue also encompasses laundry cart manufacturer MODRoto, consulting firm TBR Associates, and Tingue Canada. Tingue is now a unified name brand providing premium laundry product and equipment and expert services with a team of over 30 representatives.

Tingue has been named the exclusive North American representative for laundry belting breakthrough Mato Lacing. The new Mato Lacing eliminates the unsightly rust and lacing marks often left on clean linens during feeding, ironing and folding by galvanized metal belt lacing in

favor of a unique, all-stainless steel, flat profile design with unibar fasteners that reduces linen contact with the metal and promotes a high quality finish. The unique Mato Lacing is included as standard on orders for the company's extensive line of more than 50 types of belting. For more information call 800.829.3864 or visit www.Tingue.com.

Penn Emblem


Penn Emblem presents woven labels to their catalog of great products. Woven labels offer permanent branding solutions to any garment or promotional product. They withstand industrial and home washing using 100% polyester threads that won't bleed onto the material. Easily sew these woven labels into garments, purses, luggage, rugs, towels, bedding and other promotional products. For labels or designs with intricate details, these labels deliver vivid colors and clarity no matter how complex an image can be. Whether you want to present a company logo or add garment fabric information, woven labels demonstrate excellent branding opportunities for your customers. To learn more about how labels can be used for customer brand recognition, go to pennemblem.com for everything you need to know!



Penn Emblem's Mira Loma Safety Committee proudly accepted the Safety Achievement Award from Captive Resources, LLC., an independent consulting company empowering businesses to control insurance costs. Captive Resources has helped businesses for over thirty years to improve safety and loss prevention practices. This award signifies that Penn Emblem demonstrates an effective safety program, favorable claims experience, participates in risk control workshops, and received the highest score on the risk control report card. Penn Emblem continues to keep safety a top priority for employees and customers alike.



Ecolab

Ecolab Inc., has been recognized by Fortune Magazine  as one of 2016's World's Most Admired Companies. This is the second consecutive year that Ecolab has been named to the World's Most Admired Companies list. The recognition measures corporate reputation based on nine key attributes from financial soundness to innovation. Within the chemicals industry, Ecolab ranked third overall and first for social responsibility, quality of management and long-term investment value. The World's Most Admired Companies list is based on responses from thousands of survey participants, including executives, directors and analysts, who rate companies in their industries on nine criteria. The 2016 survey included a total of 652 companies from 30 countries.

Milliken & Company

Milliken & Company has been recognized as a 2016 World's Most Ethical Company by the Ethisphere Institute,



a global leader in defining and advancing the standards of ethical business practices. This year marks the 10th anniversary of Ethisphere and the World's Most Ethical Companies designation, which recognizes those companies that align principle with action, work tirelessly to make trust part of their corporate DNA, and in doing so, share future industry standards by introducing tomorrow's best practices. Milliken is one of just 14 companies to receive this honor every year since Ethisphere's inception in 2007 and one of 21 privately held companies to be recognized this year. "The landscape of corporate ethics is changing, driven by an increasing desire for transparent relationships with companies in the industries and local communities in which they operate," shared Joe Salley, Milliken & Company president and CEO. "Strong ethical values and a passion for meaningful innovation unite all Milliken associates worldwide." [Read more](#)

Venus Group

Venus Group's Resident Artist and Creative Director, Nisha Desai, has contributed an original painting that will be auctioned off during the Art Mélange International Art and Design Event. The proceeds from the silent/live auction benefits the NEWH scholarship & education programs. NEWH is the hospitality industry network which provide scholarships, education, leadership development, professional recognition of excellence and business development opportunities. The event will be held at the Pavilion of International Polo Club Palm Beach this March.



Invite a Fellow Operator 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](#)