

Perc Fee Stalls In California, 8

Hercules Machinery Earns Award, 14

CLA Holds Annual Convention, 28



Carlucci, pg. 14

DRYCLEANERS NEWS®

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YOUR NEWS AND MANAGEMENT MAGAZINE

IFI Moving To New Location

Borrowing a phrase from legendary TV drycleaner George Jefferson, the International Fabricare Institute (IFI) is "movin' on up!" Following one-and-a-half years of negotiations with two suitors, IFI recently sold its existing facility and property and has purchased a new headquarters facility.

"It's taken a long time and a lot of negotiations to get us here," IFI Chief Executive Officer Bill Fisher says, "but IFI's leadership saw an opportunity to relocate IFI and simultaneously reinforce IFI's financial well-being, improve instructional facilities and upgrade training equipment."

See story on page 8

ON^{the}INSIDE

Distributor Directory

This month, *Drycleaners News* presents its annual Distributor Directory, an informative guide to companies that can provide the equipment you need to run an economically- and environmentally-sound operation. An alphabetical listing of distributors begins on page 16, along with the categories of products and services they provide on page 18 Page 16

FIRST-YEAR OWNERS GROWING THE BUSINESS

BY PATRICK CONWAY

When Surendra and Malini Jadav took over as the owners of

fruits of their labors.

"When we decided to buy the business, we knew it was struggling, but we saw a lot of potential in it," Surendra said

willing to learn it from top to bottom."

When a business broker discovered the business for sale, one of Surendra's



Malini and Jurendra Jadav, new owners of Town and Country Cleaners in Watertown, Conn.

Town & Country Cleaners in Watertown, Conn., on May 7, 2003, they knew it would take

as he greeted customers with a big smile. "My wife and I are not afraid of hard work and

cousins, who operates a dry-cleaning store in Pennsylvania, spent time looking over

products and services they provide on page 18 Page 16

New Introductions Add To Options

The handling and use of perchloroethylene has never been safer, and it is still the solvent of choice for over 75% of the country's drycleaners. But for those drycleaners interested in moving away from perc as a solvent, there are now even more options to choose from with the introduction of two new products to the market among the news on the alternatives' front.....Page 32

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Focus On Image At Fabricare Cleaners

"I don't think there is a more difficult business than drycleaning, yet it's a fact that our pricing has not kept up with the other service industries," says Michael Astorino of Fabricare Cleaners in Darien, Conn., who is profiled in this month's Coming Clean column on page 4. Astorino and partner Tim Driver have utilized their business backgrounds and a focus on quality service and image to build the business. "We now have 35 employees, and we're still growing," says Astorino, who believes "people are very concerned with getting quality work and good service, but they are also very concerned about pricing. That's why it's so important to work hard to keep customers, and we constantly try to communicate with them and educate them."

Town & Country Cleaners in Watertown, Conn., on May 7, 2003, they knew it would take a lot of time and hard work in order to turn the business into a success.

And now, a little more than a year later, the husband and wife team are enjoying the

as he greeted customers with a big smile. "My wife and I are not afraid of hard work, and we were willing to put in the time to turn the business around. Although drycleaning is new to us, we have family members and friends who are in the business and we were

cousins, who operates a dry-cleaning store in Pennsylvania, spent time looking over the Watertown operation.

"He thought it was a good investment with a lot of potential, and we made the decision

continued on page 10

Pressing Equipment

Mass. Dept. of Public Health Releases Safety Report

Resulting from a project investigating the death of a pressing machine operator in a drycleaning shop two years ago, the Massachusetts Department of Public Health recently outlined a number of safety recommendations for the state's employers operating similar equipment.

The department's Fatality Assessment and Control Evaluation (FACE) Program conducted an investigation into this incident and released a report containing recommendations that employers can use to improve workplace safety and help prevent similar incidents from reoccurring. The department has already distributed their report to nearly 200 drycleaners in Massachusetts.

The report includes a description of the incident and recommendations for employers and shirt pressing machine manufacturers, as well as a reference to an OSHA Safety and Health Information Bulletin describing the same incident.

Massachusetts is among 15 states that have a FACE program, funded by NIOSH, which are responsible for identifying and studying work-related fatalities and producing educational safety materials in an effort to prevent recurrences of preventable fatalities.

To arrive at the recommendations resulting from the 2002 fatality case mentioned above,

continued on page 12

always use the best materials, including detergents, that are needed.

"In this business, quality and service are most important," he continues. "Customers are willing to pay for what they get. And I've noticed that people are dressing up more and more these days. Shirts and ties, as well as jackets and suits, are coming back. We thought about many businesses when we were looking, and we were very happy we chose drycleaning. It was definitely a good choice." **DCN**

Massachusetts Health Dept. Releases Safety Report

continued from page 1

investigators took into account interviews with the drycleaner/employer, the police report, death certificate and corporate information, as well as OSHA's fatality/catastrophe report.

Tragic incident

On February 25, 2002, a 44-year-old female machine operator was fatally injured when she became caught in the shirt

pressing machine she was operating. The victim had reached down into an opening in the loading table, became stuck, and called to a co-employee for help. While the co-employee was attempting to help the victim, the shirt pressing machine cycled, releasing the shirt from the pressing area and crushing the victim's right arm, right shoulder, neck and chest.

Additional co-workers were also unable to free the

victim from the machine and a call was then placed for emergency assistance. Personnel from the local and state police and the fire department were notified and responded to the scene within minutes.

The Jaws of Life apparatus was used to free the victim from the shirt pressing machine, and she was rushed to a local hospital where she was pronounced dead. The medical examiner listed the immediate cause of death as

acute respiratory arrest due to mechanical asphyxia.

The owner/employer had been in business for approximately 44 years at the time of the incident. The company employed five people, all of whom had worked at the drycleaner for at least eight years. The victim had been employed with the drycleaner for 19 years, and one employee had worked for the drycleaner for the entire 44 years the company had been in business.

Employee training at the shop was primarily "on-the-job," except when new equipment was purchased. It was reported by the employer that in 1993, upon delivery of the shirt pressing machine involved in the incident, the manufacturer provided training to the owner and employees on how to operate the machine. The company did not have a safety and health committee, but it has been an active member in a local dry cleaners association where safety was an underlying priority.

Program recommendations

The full FACE report lists seven recommendations for employers and equipment manufacturers of similar shirt pressing equipment, followed by discussions by investigators on each guideline in relation to the fatality that led to the FACE investigation.

Recommendation #1: Employers should ensure that accessible and exposed mechanical hazards of a shirt pressing machine are controlled.

During normal operation of the shirt pressing machine, an opening (10" wide by 63" long) in the loading table became accessible to employees when the buck was in the pressing head area. This opening in the loading table became a pinch point hazard to employees when the buck returned to its loading table start position covering the opening.

In this case, a guard that eliminated employee access to the opening in the loading table when the buck was in the pressing head area would have eliminated the pinch point hazard and prevented the victim from becoming caught in the opening.

Recommendation #2: Employers should ensure that shirt pressing machines are equipped with emergency stops.

In this case, if the machine were equipped with an emergency stop that immediately

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opped all of the machine motions, including releasing pneumatic pressure. It could have reduced the victim's injuries. When considering altering a piece of equipment, such as adding a guard or an emergency stop, the equipment manufacturer or an engineer should be consulted.

Recommendation #3: Employers should periodically perform equipment hazard analyses to ensure equipment is safe to operate.

The shirt pressing machine involved in the incident was manufactured and purchased

in 1993 by the company involved in the incident and as operated for many years without incident. Employers often assume equipment that has been functioning without incident for a number of years "safe" as designed by the manufacturer. Performing machine-specific hazard analysis might reveal potential hazards that have previously gone unnoticed.

It is the employer's responsibility to ensure a safe work

place for their employees. A hazard analysis is a way of focusing on job tasks to identify hazards to which employees might be exposed. Machine-specific hazard analyses should be performed on all equipment, both new and old, to identify potential and known hazards.

Once uncontrolled hazards are identified, the employer should take steps to eliminate or control these hazards. In this case, a hazard analysis of the shirt pressing machine involved in the incident might have revealed the hazard of the exposed and accessible opening in the loading table, prompting the employer to take extra steps to control the hazard.

Recommendation #4: Employers should train equipment operators and employees on all aspects of the equipment, including functions that don't pertain to daily operation.

In this case, training provided to employees had been on-the-job and by equipment manufacturers upon delivery of purchased equipment.

Training on the shirt pressing machine involved in the incident was last conducted nine years prior to the incident, in 1993, when the machine was delivered.

Employers should provide training, with annual refreshers, to all equipment operators and employees that work in close proximity to the equipment.

Training on shirt pressing machines should include proper operation, all safety features and safety hazards of the machine, including the hazard of jewelry or loose fitting clothing potentially becoming caught while operating the machine.

The training should also include functions that don't pertain to daily operations, such as operation of air valves. In this incident, an air valve that was located behind the machine would have released the machine's pneumatic pressure, allowing the buck to be moved manually. If the co-workers had the knowledge of the air valve's location and function, the victim's injuries might have been reduced.

Recommendation #5: Employers should develop, implement and enforce a comprehensive safety and health program that includes, but is not limited to, hazard recognition, safety training and protocols to safety complete tasks.

A comprehensive safety and health program should be routinely updated with employees' input when safety concerns arise and when new equipment and new tasks are introduced into the workplace. When updating a comprehensive health and safety program, employees should participate by evaluating possible hazards associated with equipment and techniques involved in completing their tasks. Employees will know the most about the effectiveness, limitations, and inconveniences of the equipment and procedures to complete tasks.

In this case, if the employer had a comprehensive health and safety program, the pinch point hazard of the accessible and exposed opening in the loading table might have been

identified and controlled prior to the incident. In addition, to ensure employees are following the protocols that they were trained in, employers should perform periodic scheduled and unscheduled observations of employee performance and work with employees to eliminate any observed unsafe work practices immediately.

Recommendation #6: Shirt pressing machine manufacturers should design machines so moving parts are not exposed and accessible and ensure emergency stops are linked to the pneumatic system.

The shirt pressing machine involved in the incident had been designed with multiple safety features to prevent workers from becoming caught between the buck and the machine's pressing head area. To fully protect workers, a safety feature should have been designed to prevent workers from becoming stuck between the buck and the loading table. A guard designed to cover the exposed

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and accessible opening in the loading table would have eliminated the pinch point hazard. At the time of the investigation, the employer had been in contact with the machine manufacturer, working on developing additional guarding for the machine.

Shirt pressing machines and similar style equipment should be designed with emergency stops, which override all other switches on the machine. Emergency stops should be located close to the operator. An emergency stop for this machine could be designed to automatically release the pneumatic pressure when the emergency stop switch is engaged by an employee or if a pressure sensor detects resistance during

the buck transfer, such as the buck striking an object. Releasing the pneumatic pressure would end the cycle, allowing the buck to be moved manually. This type of emergency stop might have reduced the victim's injuries.

Recommendation #7: Shirt pressing machine manufacturers should explore the possibility of reducing the force used to transfer the buck to and from the loading head and pressing head area.

The force needed to transfer the buck into and out of the pressing area should be relatively constant for all shirts being pressed. Therefore, the manufacturer should explore the possibility of alter-

ing the transfer cycle to reduce the force used in transferring the buck. Combining a reduction of force used to transfer the buck with an emergency stop that would engage when the buck detects resistance (as described in recommendation #6), could have reduced injuries in this case.

References

The Massachusetts Department of Public Health lists the following as references for the FACE project and its recommendations:

- United States Department of Labor, Occupational Safety and Health Administration, Safety and Health Information Bulletins, Cabinet Press Pinch Point Hazard SHB 03-07-16 www.osha-slc.gov/dhs/shsb/stsb071603.html
- Unpress, Instruction and Parts Manual, CSBV, January 1993
- United States Department of Labor, Occupational Safety and Health Administration, Job Hazard Analysis, Publication Number 3071, Government Printing Office.
- Code of Federal Regula-

tions, 29 CFR 1910.212 Machinery and Machine Guarding, General requirements for all machines, Government Printing Office. **DCN**

The entire FACE report can be viewed at www.osha-slc.gov/dhs/shsb/stsb071603.html, or a copy can be obtained from the Massachusetts Department of Public Health by calling (617) 988-3341. Additional safety materials from MDPH are available at www.mass.gov/dph/hhsr/eohs/po/sph.htm.

TRADEnames

TCATA Officers Announced At Conference

Bill Odorizzi, vice president of sales for the F. H. Bonn Co. in Springfield, Ohio, assumed the presidency of the Textile Care Allied Trades Association (TCATA) during the association's annual conference in May at Hilton Head, S.C. His term runs through the 2006 conference.

Odorizzi has been an active member and contributor to TCATA since he became involved in the industry 10 years ago. He just completed a two-year term as TCATA's secretary-treasurer, was program chair for the 1998 conference and general conference chair for the 2000 conference, and has served as a member of the ACME Committee, Directors, Nominating Committee, Officers, Nominating Committee, Executive Committee and has been on the TCATA board since 1999.

In remarks delivered at the closing dinner during the conference, Odorizzi noted that the primary focus during his term will be the implementation of TCATA's core mission. Odorizzi has been with F. H. Bonn Co. for 10 years. Previously, he was vice president of the Dayton Development Council.

Alex Atwater of A-1 Products, Birmingham, Ala., assumed the position of secretary-treasurer, having been elected to that position last year. His term runs for two years.

Also elected at the TCATA

Conference were three vice presidents: Janet Hickman, Dow Chemical Co., representing the Supply Manufacturers Group; Rick Kelly, Pellerin-Milnor Corporation, representing the Machinery Manufacturers Group, and Lawton Jones, Phenix Supply Co., representing the Distributors Group.

industrial laundry chemical market, Guy Seguin has joined Gurtler as the regional manager for Canada. In his most recent position with a laundry chemicals company, Seguin managed the sales force for Eastern Canada and was responsible for training and development. In addition, Seguin is a certified trainer for the Quebec Hospital Laundry

Association and is responsible for their laundry manager training program.

For more information on Gurtler Industries and its Canadian operation, call (800) 638-7300 or visit www.gurtler.com.

Changes Web Address

MidAtlantic Association of Cleaners has changed its Web site URL to www.midatlanticassociation.org to better reflect its name, the association says. In addition, MidAtlantic's new e-mail address is midatlanticassociation@directway.com.

The former e-mail address is no longer active, and e-mails sent to the association's old address will be returned as undeliverable, MidAtlantic says.

MidAtlantic Association of Cleaners is an IPI affiliate, representing members in Virginia, Maryland, West Virginia and the District of Columbia. For more information on becoming an IPI/MidAtlantic member and accessing exclusive business improvement programs and benefits, contact MidAtlantic at (800) 235-8360 or visit its new Web address **DCN**

FROM McALLISTER

John's Cleaners recently purchased two McAllister pressing machines - models MRS-7204E and MRS-111A - from McAllister Retail Services of Alpharetta, Ga., for their operation based in Lafayette, Colo.

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Joe Castucci (center) of Hercules Machinery, Island Park, N.Y., was recently honored with the 2004 Five Star Distinguished Distributor award from Fribmatic. On hand for the presentation were Vincent Minarelli (left), export manager for Fribmatic, Italy, and Bob Haiges of Fribmatic USA.

New Venture In Canada

Gurtler Industries Inc., based in South Holland, Ill., has opened a new sales and service operation in Montreal, offering a line of laundry chemical products and services in the provinces of Quebec and Ontario. Alan Gordon, vice president, corporate accounts, will lead the business development program for Canada.

With over 35 years' experience in the institutional and