

Our Customers

Ron's Cleaners and Bill's Toggery, Shakopee, MN

It is unusual to highlight two MCC customers in our Monthly Bulletin but this month it makes perfect sense. Both Ron's Cleaners and Bill's Toggery share the same building in scenic downtown Shakopee, MN. In 1931 Bill Wermerskirchen opened a dry cleaning store that also sold a few men's specialty items over the counter. As the business grew, Bill bought a couple of adjoining buildings and greatly expanded his men's clothing offerings. In the mid 1970's Bill sold the dry cleaning operation in order to focus on the clothing store.

Today, the full service dry cleaning and laundry operation is owned by Dadd Hattar, and it includes another store location in Savage, MN managed by her sister Randa (pictured here). Bill's Toggery is now owned and operated by Billy Wermerskirchen, the grandson of the founder. In addition to the men's clothing lines, Billy has now partnered with Shelly Brinkhaus to open Shelly's Creations offering women's gowns and bridal wear.

Minnesota Chemical has been a long time supplier of all dry cleaning supplies to Ron's and hangers, poly, tailoring and pressing equipment to Bill's Toggery. Congratulations to two fine businesses that have grown and prospered over the years.



100 Years of Consistency

MCC's Way of Doing Business Has remained Focused on Its Customers Since 1915



Steve Baker, one of the grandsons of Minnesota Chemical Company founder R.P. Baker, was chatting with a colleague recently before his weekly Rotary meeting on what it takes to keep a family-owned company afloat for a century. As they stood up to recite the Rotary Four Way Test at the beginning of the meeting, Steve Baker was struck by

how accurately the document describes the Minnesota Chemical Company's way of doing business since R.P. Baker called on his first customer in 1915.

The Four-Way Test is a foundational element of Rotary, which is an international service organization that was founded in 1905 in Chicago, Illinois, by attorney Paul P. Harris.

The Test's four parts are:

1. Is it the truth?
2. Is it fair to all concerned?
3. Will it build good will and better friendships?
4. Will it be beneficial to all concerned?



R.P. Baker was not a Rotarian (but Steve's dad Robert and uncle John were), and Steve Baker isn't sure if R.P. ever saw a copy of the Four Way Test, but "its core ideas influences everything we do at MCC – being truthful, being fair, building good will, building friendships, and being mutually beneficial to us and our customers."

According to Steve Baker – who now runs the company with Mike and Dan Baker - those ideas are expressed daily by everyone in the company. "We've been doing this the same way for 100 years, and it's obviously worked well for us and our customers. We always try to

remember something R.P. Baker emphasized, and that is the belief that our job as the vendor is to help our customers determine their specific needs and then for us to provide personalized supply and equipment solutions that address those needs."

Those core ideas mean that the management and workforce at MCC believe in:

- Honesty and integrity in every transaction
- Fair and consistent credit policy for all customers
- Competitive pricing
- Knowledgeable and respectful employees
- Engaged and involved owners
- Active support of industry trade associations
- The highest quality products
- Building long-term customer relationships
- Employee longevity at MCC

"If you read the company's literature and internal documents from when R.P. Baker first established MCC in 1915, you would be amazed how closely the third-generation of Bakers still follow those rules and blueprint for managing a successful business," notes Steve Baker.



"We're now on our fourth generation of Bakers working for the company, so hopefully one day they will be able to tell their grandchildren who are running the company that 'You are still following R.P. Baker's vision each and every day and that's a good thing.'"

Large Laundries:

PulseFlow[®] TECHNOLOGY

Overview

- Custom made for the customer's specific needs
- More modules give greater production
- Mentor control allows pre-determined temperature and chemical levels for each individual bath
- Top transfer increases productivity and gives better control of chemicals
- Superior cylinder design and double drum construction



CBW Capacities

76028 – 110 lbs. (50 kg)
 76039 – 150 lbs. (68 kg)
 92048 – 260 lbs. (118 kg)



Mark Your Calendars:



Hospitality:

A new economical approach to hospitality.

Does the current economy have you watching every penny you spend? To control costs while still producing clean and extremely soft and fragrant linens, try the U.N.X. 3 Product System designed specifically for hospitality accounts.



U.N.X. 3 PRODUCT SYSTEM

Specifically Designed for Hospitality

FLO-RIGHT – Economical Built Detergent

Alkali and detergent combined together in one product to save time and money! Powerful detergency! Free of dyes, fragrances, NPE's, optical brighteners and phosphates.

CLOR-BRITE – Chlorine Bleach

Achieve the whitest whites while minimizing expenses.

FLO-FRESH – Fabric Softener

Towels and bed linens have never been softer and more fragrant. Lavender/lilac scented fabric softener.



Designed to Meet the Problem at Hand!
Quality Results While Saving Time & Money!

Equipment

NEW WASHER/EXTRACTORS IN STOCK

- MWR18E4, 45#, EP One Touch Micro, 4 Formulas, 3 Speed, 208/240/60/1/3\$7,615
- MWR18X4, 45#, EP Express Prog Micro, 3 Speed, 208/240/60/1/3\$8,235
- MWR18J6, 45#, EP Plus Prog Micro, Temp Control, 6 Speed, 208/240/60/1/3\$8,995
- 30015T6X, 40#, EP Express Prog Micro, Rinsave, 4 Speed, 208/240/60/3\$11,995
- 30015VRJ, 40# EP Plus Micro, Programmable, Temp Control, Rinsave, 7 Speed, 208/240/60/3\$13,595
- 30015V8Z, 40# Miltouch Prog Micro, Temp Control, Rinsave, 7 Speed, 208/240/60/3\$14,995
- MWR27E5, 60#, EP One Touch Micro, 4 Formulas, 3 Speed, 208/240/60/1/3\$10,295
- MWR27X5, 60#, EP Express Prog Micro, 3 Speed, 208/240/60/1/3\$10,915
- MWR27J5, 60# EP Plus Prog Micro, Temp Control, 6 Speed, 208/240/60/1/3\$11,635
- 30022T6X, 60#, EP Express Prog Micro, Rinsave, 4 Speed, 208/240/60/3\$12,825
- 30022VRJ, 60#, EP Plus Prog Micro, Temp Control, Rinsave, 7 Speed, 208/240/60/3\$13,995
- 30022V8Z, 60#, Miltouch Prog Micro, Temp Control, Rinsave, 7 Speed, 208/240/60/3\$15,445
- 36021V5Z, 80#, Miltouch Prog Micro, Temp Control, Rinsave, 7 Speed, 208/240/60/3\$20,995
- 36021V7Z, 80#, Miltouch Prog Micro, Temp Control, Rinsave, 7 Speed, 208/240/60/3\$24,495

- 36026V5Z, 100#, Miltouch Prog Micro, Temp Control, Rinsave, 7 Speed, 208/240/60/3\$23,495
- 36026V7Z, 100#, Miltouch Prog Micro, Temp Control, Rinsave, 7 Speed, 208/240/60/3\$27,295

Rinsave saves water and formula time by special speeds and saving 1 or 2 rinses. Miltouch is touchscreen programmer with laptop programmability – transfer formulas by USB stick.

NEW DRYERS

- HUEBSCH HT050NQT, 50# Gas, Dual Digital Timers, 120/61/1 List \$4,349
- HUEBSCH HT055NQT, 50# Gas, Dual Digital Timers, Slimline, Fits Through 36" DOOR, 120/60/1 List \$4,511
- HUEBSCH HT075NQT, 75# Gas, Dual Digital Timers, 120/61/1 List \$4,819
- HUEBSCH HT075NRQ, 75# Gas, Dual Digital Timers, Reversing, 208/60/3 List \$5,760
- HUEBSCH HT075NRE/OPT 75# Gas, Micro With Opt Moisture Sensing Drying, Reversing, 208/60/3 List \$6,408
- SPEED QUEEN ST075NRQ, 75# Gas, Dual Digital Timers, Reversing, 208/60/3 List \$5,760
- 2 - 2013 SPEED QUEEN ST055NQT 55# gas, dual digital timers, slimline fits through 36" door, 120/208/60/1SPECIAL \$2,800

IN STOCK COIN MACHINES IN MN

(INCLUDES INCOMING FREIGHT)

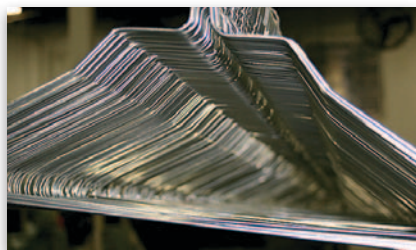
- 1 - HUEBSCH HFGX9WF1102, Homestyle Natural Gas Heated Coin-Op Dryer, 120/60/1 2008. Coin Box And Coin Drop Included. List Price: \$1,125Special \$650
- 1 - SPEED QUEEN SCN40LC20U1001 Coin 40# Quantum Gold, 2 Speed Washer Extractor 208/240/60/3Special \$ 5,170

Dry Cleaners:

Galvanized Hangers from Indy Hangers

These bright, shiny galvanized hangers are made in the USA and offer several unique benefits:

- Enhanced tensile strength and tight tolerances make for a stronger hanger that has a longer life and recycles better.
- INDY strut hangers have excellent adhesive on the strut making it the perfect strut for cleaners who routinely transport garments to remote locations.
- No paint means no flaking and cracking.
- Excellent for steam tunnel processing.
- Bright and clean appearance “show” the garments well, thus improving your image.
- Available in many sizes and gauges for dry cleaners and industrial laundries.



Contact your MCC sales representative or call our City Desk for samples and pricing.

Coin Laundries:

Every laundry needs one of these signs!



Item Number L442, 19" x 16 "
\$22.00 each

Sankosha provides the highest finish quality for shirts and dry cleaned items.



Mike Tunesvick is now our locally based Factory Representative.

Sankosha is the only equipment manufacturer that continues to make their own covers and pads. They do this to insure consistent quality as well as providing a proper fit for your machines.

By using these Original Equipment Products, your machine will attain the highest finish quality along with achieving the best possible longevity.

Being the first Sankosha distributor in the US, we have been fully trained and have extensive experience in supplying the right covers and pads for Sankosha pressing equipment. It's as easy as just giving us your Model Number and we will take care of the rest.

So to reduce any potential pressing problems while enhancing return on your investment, contact The Minnesota Chemical Co.



Recently expanded parts warehouse at Sankosha's US office in Elk Grove Village, IL.

Something New:

Vend-Rite Introduces the all® free clear line

- all® free clear is the #1 recommended detergent brand by Dermatologists Allergists and Pediatricians for sensitive skin
- It's tough on stains yet gentle enough for the whole family
- The HE formula can be used in standard and HE machines, it rinses clean and has a gentle, hypoallergenic formula
- Power Clean. Gentle on Skin®
- Proven even in cold water to remove 99% of top household and seasonal allergens, without fragrance or dyes
- A unique formulation, clinically proven to be gentle on skin
- Ideal for clothing, bedding, blankets, towels and soft toys

These three items are packed 100 vend boxes per case

Item #2979351 – All Free Clear Liquid Detergent – \$41.75

Item #2979353 – All Free Clear Dryer Sheets – \$29.35

Item #2979355 – All Free Clear Dual Pack – \$53.75



Calendar of Events

March 17 – UMV ALM Chapter Meeting, Regency Hospital, Golden Valley, MN www.umvailm.org

April 16-19 – CLEAN 2014, Atlanta, GA

May 19 – UMV ALM Chapter Meeting, North Memorial Hospital, Robbinsdale, MN

June 23 – WFI Fitzgerald Scholarship and Education Classic-Golf Outing River Club, Mequon, WI www.wiscleaners.com

June 24 – WFI Summer Convention, Trade Show and Auction, River Club, Mequon, WI www.wiscleaners.com

July 21 – UMV ALM Chapter Meeting, Location TBD

September 15 – MCA Golf Event and Annual Meeting, Stone Ridge Golf Club, Stillwater, MN

October 20-21 – UMV ALM Fall Seminar, Location TBA in Rochester, MN

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Equipment Department Manager: Mike Baker
Service Manager and Equipment Coordinator:
Jim Garcia

Equipment Sales: Daniel Baker, James Baker, Curt
Carlson, Jon Karll

Service Engineers: Dan Elstad, Ed Jensen, Andy Putnam,
Patrick Reed, Steve Reuscher, Licey Mejia

Supply Department Manager: Stephen Baker
Supply Sales: Jon Karll, John Sandretto,
John Sullivan, James Baker

City Desk: Michael Sayen

Parts: Barbara Swanson, Manager
Adam Hrtanek

Warehouse: Bruce Edwards, Mike Tischler
Purchasing/Accounts Payable: Chris Schiefelbein
Front Office: Anita Skinner
Accounts Receivable/Credit: Linda Curtis
Controller: Kwen Johnson