



# ROCKY MOUNTAIN FABRICARE ASSOCIATION NEWSLETTER

SERVING THE DRYCLEANERS OF COLORADO, UTAH, AND WYOMING

## IFI'S AWARD OF EXCELLENCE CLEANERS DOUBLES IN LESS THAN A MONTH

*Fabricare's* October issue shines the spotlight on the first nine cleaners to qualify for the Award of Excellence before that issue went to press. Since September 14, another nine have joined their ranks and the list is growing every day.

The Award of Excellence stain swatch appears to be the toughest part, with at least three out of 10 cleaners needing to take a mulligan and request their free second attempt swatch. Because the program was designed to identify problems and provide education to help improve quality industry-wide, a bulletin focused on improving stain removal practices will run in the November issue of *Fabricare Resources*.

The following cleaners have passed all the tests and met the challenge put forth by the Award of Excellence:

1. **Belle Laundry & Drycleaning**, Belle Fourche, South Dakota
2. **Belleair Bluff's Cleaners**, Belleair Bluffs, Florida
3. **Best Cleaners**, Eden Prairie, Minnesota
4. **Caring Cleaners**, Daytona Beach, Florida
5. **Champion Cleaners**, Birmingham, Alabama
6. **Christopher's Fine Drycleaning**, Calgary, Alberta, Canada
7. **Clothesline Cleaners**, Boise, Idaho
8. **Curtis Laundry and Cleaners**, Lowell, Michigan
9. **Fox Cleaners**, Greensboro, North Carolina
10. **Gold Star Cleaners**, Brewer, Maine
11. **Norge Cleaners**, Albany, California
12. **Hutchens Cleaners**, Mt. Airy, North Carolina
13. **Hyde's Quality Drycleaners**, Gisborne, Victoria, Australia
14. **Sno-White Cleaners**, Greensboro, North Carolina
15. **Swan Cleaners**, Columbus, Ohio
16. **Uptowne Drycleaning**, Phoenix, Arizona
17. **Widmer's Dry Cleaners**, Cincinnati, Ohio
18. **Young's Cleaners**, Concord, North Carolina

## FABRICARE FOUNDATION PLANS LAUNCH OF PR CAMPAIGN

Planning for the FabriCare Foundation's nationwide public relations campaign is underway, aiming for a launch in January of next year. The goal of the campaign is to enhance the image of the drycleaning industry by educating the public on the definition of a "professional drycleaner" and communicating benefits of going to a professional drycleaner for both consumers and their clothing.

At a two-day FabriCare Foundation board meeting last month, a logo and tagline for the campaign - Promoting Excellence in Drycleaning - was adopted. The tagline will be the slogan for the national publicity campaign. The Quincy, MA, based firm, Tiffanie Williams & Co., has been hired by the foundation as its agent of record for the campaign.

"Our marketing plan also includes regular communication to FabriCare Foundation supporters and sponsors via a monthly newsletter," said Don Fawcett, president of the foundation. "This will allow us to receive input and feedback regarding each of our initiatives as we move forward. "This is our Foundation and together we can teach consumers the 'professional' drycleaners are quality service providers. Success for each member means success for our industry as a whole."

The foundation met its July 1 fund-raising goal of \$50,000 but the not-for-profit organization is still looking for help in financing the project. The goal is to commit \$100,000 a year to the campaign.

The next steps for the foundation include strategizing the public relations campaign tactics that were decided upon at the October meeting and creating a timeline for execution of the initiatives. Also at the October meeting, plans for a new FabriCare Foundation website were completed. The new site should be launched this month.

For more information about the program or to offer assistance, phone Don Fawcett, (617) 770-9230.

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*Rocky Mountain Fabricare Association  
is an affiliate of the  
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## President's

By: Brad Ewing  
Nu-Way Cleaners

## Message

By the time this reaches you I will have returned from Baltimore for the annual IFI/Joint States Affiliate (JSA) meeting. For those of you new to the industry several years ago an agreement was reached where regional associations like RMFA joined into a partnership with IFI. This is why you receive the benefit of RMFA membership along with the IFI membership that you pay dues for. The purpose of the annual meeting is to provide a forum for all of the JSA's to get together to share ideas and concerns, and to meet with IFI staff and the board. It has been a number of years since RMFA has sent a representative to this meeting, and the board felt this was the time to go. Although I have not seen the final agenda for this year's meeting I am sure that the new Award of Excellence will be one of the main topics. The RMFA education committee met recently to share thoughts on various topics that I will also relay back to the IFI board and staff. Look for an update in the next newsletter.

The RMFA board is also looking for thoughts from the membership on topics you would like to see covered in future educational programs. We will be sending out a brief questionnaire in an attempt to gather ideas. Since this is your association, please take a few minutes to complete the questionnaire and send it back. This will ensure that your RMFA board is meeting your needs.

### Clean '07 Will Move from New Orleans to Las Vegas

The new dates for the show are June 11-14, 2007 at the Las Vegas Convention Center. "Our decision to change venues was a difficult one considering the excellent relationship we have enjoyed with New Orleans and the sympathy we feel for our colleagues there," says Brian Wallace, chairman of the Clean '07 executive committee and president/CEO of the Coin Laundry Association. "We want to contribute to the city's recovery and expect to return to New Orleans for a Clean Show in the future, but we could not fully commit to a show there now in the light of the tragedy brought on by Hurricane Katrina." This decision also enables Clean to hold the 2007 show in the venue most preferred by our customers, Wallace adds. Clean '07 marks the show's 30th anniversary, and exhibit sales are expected to start in April or early May of 2006.

### RMFA MISSION STATEMENT:

The purpose of the ROCKY MOUNTAIN FABRICARE ASSOCIATION is to enhance the image and viability of the fabricare industry through education, and development of the skills, talents and professionalism of its membership.

### RMFA PURPOSES AND OBJECTIVES:

To promote, develop and protect the interests of the garment and textile maintenance industry. To improve the quality of services rendered by industry by providing an opportunity for the exchange of experiences, ideas and opinions through meetings, discussion and educational programs. To develop and encourage the practice of high standards and professional conduct and safety within the workplace among the membership.



## Preventative Maintenance - A Necessity to Achieve Quality Drycleaning

Preventative maintenance is an area that constantly receives a lot of lip service, but for some reason, the message seems to get lost in our day to day routines. Preventative maintenance on the drycleaning machine is essential in order to achieve quality and trouble free operation, not to mention effective drycleaning. If button traps and pump strainers are not cleaned on regular intervals, there are problems with solvent flow, draining, and extracting. This places a lot of undo stress on the pump, drive motor, and belts, causing premature wear. The same goes for air line oilers that are not properly maintained, which in turn causes the pneumatic valves to stick, and not operate properly which in turn causes all kind of operational problems. Water separators that look like a high school biology project gone bad are the most prevalent cause of odor in a drycleaning system. In addition, improperly maintained stills will not only cause odor problems, but can be a huge waste of steam pressure, and perc consumption. These are only a few of the problems I seem to encounter on a daily basis, all of which could be avoided with a little regular and preventative maintenance. In a time when everyone is looking for ways to save on their energy consumption, it only makes sense that we keep our equipment in top working order. Below I will give a rough outline of items that need to be maintained and a time frame for each. It should be noted that these are merely suggestions and that operators should consult their manufacturers equipment manuals for items specific to their particular equipment.

### Every load

Check and remove any debris in the wheel before processing the next load.

### Every 2 to 3 loads

Clean lint from the lint filter in the drying chamber.  
Remove debris from the button trap.

### Daily

Check filter pressures and bleed air from the housing if necessary.  
Check refrigeration sight glass for bubbles.  
Clean pump strainer and pre-lint filter if so equipped.  
Check appearance of perc/solvent and water levels in water separator.  
Drain still - predicated on volume and use.  
Drain water from airline separator.  
Desorb/regenerate carbon absorber (if needed).

### Weekly

Check oil level in airline oiler, refill if less than 1/4 full.  
Check for perc/solvent leaks - refer to your detection and inspection forms.  
Drain and scrape the still - more often based on volume and use.

Drain and replace water in the water separator.  
Thoroughly clean lint filters.

### Monthly

Check refrigeration coils for potential lint build up.  
Check condenser coils.  
Grease bearings and motors according to manufacturers recommendations.  
Thoroughly clean water separator, and inspect for clogs.  
Check belt tension - adjust if necessary.

### Annually

Clean heating and cooling coil fins.  
Clean condenser coils.  
Check all coils for leaks.

As I stated before, this is only a suggested list of maintenance items, you should consult your machine manufacturers manual for specific preventative/regular maintenance items. Most of us would not even consider not maintaining our automobiles, so it only makes sense to maintain one of the most important pieces of equipment in the plant, not to mention the unnecessary headaches you will avoid. You will also be one step closer to providing quality cleaning for your customers.

If I can be of assistance with your quality improvement initiatives or any other concerns you may have with your drycleaning system, feel free to contact me at (303) 679-0387.

Bob Stine  
R.R. Street & Co. Inc.

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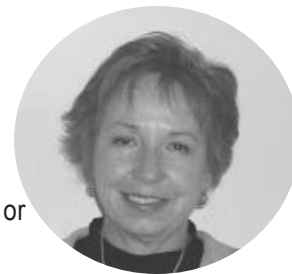
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By: Sharon Dutcher  
Faye's Laundry & Dry Cleaners



will know if you've ever lost or damaged a garment in your plant.

Because most CSR's are not familiar with leathers and leather cleaning processes, Richard and Jim spent time discussing leather tanning and curing and how it affects the finished garment, characteristics of hides, and types of leather finishes. They demonstrated front counter inspection procedures: where the common problem areas are and how to explain it to your customer. They also explained different leather cleaning processes and what can be expected from spotting and cleaning.

The Utah leather cleaning seminar last month was a really good experience. Many thanks to Richard Reese of LeatherCraft and Jim Orlin of Front Range LeatherCare for taking time to educate our customer service representatives on the finer points of accepting leather garments. These two guys have lots of experience in leather cleaning and they really made learning enjoyable. These are some pretty funny guys!

The primary purpose of the seminar was instructing CSR's on the finer points of accepting leather garments so that customers will be impressed with our professionalism and feel comfortable leaving an expensive item in our care. Jim and Richard put particular emphasis on the emotional component of customer/CSR interactions when accepting leather garments for cleaning. That lesson pertains in general to the emotional attachment our customers have to many of their garments, as you



continued on page 5...

## EQUIPMENT FOR SALE

- Vacuum Single Buck - Model CSBV
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Can view them working (Kaysville, UT). Palleting and shipping can be arranged if needed.

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Utah Update continued from page 4...

It was a useful (and fun) seminar. I'm happy to report that the lessons we learned have already been put to good use at our front counter. Thanks Jim and Richard, and a special thanks to Mendenhall Equipment for again lending RMFA a conference room in which to hold the class. You guys are the best!

On another front: even here in Utah dry-cleaners are feeling the after-effects of Hurricane Katrina. Damage to some equipment manufacturers has delayed delivery of commercial equipment ordered by some local drycleaners. Rising fuel and heating costs will continue to affect all of our businesses. And keep a good supply of poly bags on hand because I have it on good authority that there may be temporary difficulties with supplies.



## EQUIPMENT FOR SALE

- |   |  |
|---|--|
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| <a href="#">Bishop-Freeman Shirt Folding Table</a><br>\$1,100     | <a href="#">Frebon Pillow Cleaning Machine</a><br>\$1100         |
| <a href="#">Boiler Blow Down tank</a><br>\$150                    | <a href="#">Juki Electric Button Sewing Machine</a><br>\$1,600   |
| <a href="#">Cissell Pant Topper</a><br>\$500                      | <a href="#">Perfect Pleat blower and coil</a><br>\$175           |
| <a href="#">Cissell Puff Irons</a><br>\$125 up                    | <a href="#">Permac 35# Perc DC Machine</a><br>Make Offer         |
| <a href="#">Cissell Pre-Spot Tank</a><br>\$150                    | <a href="#">Pfaff Commercial Sewing Machine</a><br>\$150         |
| <a href="#">Chandler Button Sewing Machine</a><br>\$1200          | <a href="#">Pillow-Vac Pillow Cleaning Machine</a><br>\$1,100    |
| <a href="#">Chansew Electric Button Sewing Machine</a><br>\$1,100 | <a href="#">Puritan Vanguard 14 Filter</a><br>\$600              |
| <a href="#">Cool Air Evaporative Cooler</a><br>\$500              | <a href="#">Shirt Cone</a><br>\$225                              |
| <a href="#">Electrozone Generator</a><br>\$150                    | <a href="#">Singer Patch Machine</a><br>\$500                    |
| <a href="#">Exxis Lap Time Surveillance System</a><br>\$995.00    | <a href="#">Singer Industrial Sewing Machine</a><br>\$375        |
| <a href="#">Forenta Heated Collar Cone</a><br>\$175               | <a href="#">VeriFone Credit Card Reader</a><br>\$100 up          |
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**THIS EQUIPMENT IS LOCATED IN COLORADO AND IOWA.**

Call for more information - 970-353-7873

**Jim Nixon - Nu-Way Cleaners**

2501 7th Ave, Greeley, CO 80631

[jnixon@thecleaners.net](mailto:jnixon@thecleaners.net)

[www.thecleaners.net/equipment.htm](http://www.thecleaners.net/equipment.htm)



## Environmental Requirements for Perchloroethylene Dry Cleaners

Are you aware that your perchloroethylene (perc) dry cleaning business may be subject to environmental regulations? This insert was created to make you aware of some of these requirements.

### Air Requirements:

- ✓ You must operate the dry cleaning machine per manufacturer's specs and keep a copy of the operating manual at your shop
- ✓ You must drain filters for a 24-hour period before removing them
- ✓ You must repair any perc leaks within 24 hours; if you must order parts, other requirements may apply.
- ✓ You must document weekly or bi-weekly leak checks and all maintenance done on the machine
- ✓ You must document purchases of perc and keep purchase receipts. All records must be maintained at your shop
- ✓ You must make sure your refrigerated condenser or other control device is operating properly (requirements may differ by type of control device)
- ✓ If you have a refrigerated condenser, you must document weekly condenser temperatures. If the condenser temperature is greater than 45°F (7°C), it may not be operating properly. Consult your operating manual, mechanic, sales representative, or the manufacturer for instructions
- ✓ Contact your local or state health department (Air Pollution Division) for more information.

### Waste Requirements:

- ✓ Dry cleaning shops that use perc as a cleaning agent generate hazardous waste.
- ✓ Hazardous waste may include still residues, spent filter cartridges, separator water, dryer or washer lint, and other wastes contaminated with perc
- ✓ You must properly store (sealed containers) and label perc waste
- ✓ You must ensure proper disposal of your perc waste and maintain these records at your shop
- ✓ Contact your local or state health department (Hazardous Materials/Waste Management Division) for more information.

### Wastewater Requirements:

- ✓ You may be prohibited from discharging perc wastewater (water that has been in contact with perc in your process) to the sanitary sewer system.
- ✓ You may be required to obtain a permit or a notification of discharge.
- ✓ You must practice safe handling of perc to avoid unauthorized discharges and environmental contamination problems.
- ✓ Contact your local or state health department (Water Quality Division) or your local wastewater treatment plant for more information.

This document is distributed by the Colorado Department of Public Health and Environment Small Business Assistance Program (SBAP). You can contact SBAP at (303) 692-3175 or (303) 692-3148 or visit our website at: [www.cdphe.state.co.us/ap/sbap.asp](http://www.cdphe.state.co.us/ap/sbap.asp). Information on other regulations are available from the SBAP.

## NOTICE TO DRY CLEANER MANUFACTURER, SERVICE OR MAINTENANCE PROVIDER:

Most dry cleaners in Colorado are familiar with the Small Business Assistance Program (SBAP), a part of the Air Pollutin Control Division at the Colorado Department of Health & Environment (CDPHE). The SBAP regularly visits dry cleaning facilities to help the owners/operators maintain compliance with Federal and State air quality regulations. The SBAP has recently found many perchloroethylene (perc) dry cleaning facilities failing to comply with certain air qulaity regulations. We beleive you can help us address some of these compliance issues.

### ► Background

On September 22, 1993 the United States Environmental Protection Agency (USEPA) finalized the National Emissions Standard for Hazardous Air Pollutants (NESHAP) for perchloroethylene dry cleaners (58 FR 49354). One of the requirements of the rule is that any dry-to-dry machine installed after December 9, 1991 must have a refrigerated condenser for the control/prevention of perchloroethylene emissions to the atmosphere. Along with having a refrigerated condenser, the rule requires that each machine be equipped with a temperature gauge located at the exhaust outlet of the refrigerated condenser. Dry cleaning operators are required to read the temperature gauge each week (or, in some cases, every two weeks depending on the owner/operator's annual perc purchases) during the deadORIZATION cycle (end of the drying cycle) and record the readings. A reading of less than ot equal to 45°F (7°C) indicates that the condenser is operating properly. A higher

temperature reading indicates that the condenser may not be operating properly and the owver/operator should have the condenser cheked immediately.

### ► The Problem

It has come to the SBAP's attention that, while almost all dry cleaning machines manufactured after September 1993 have a refrigerated condenser and while almost all machines have a temperature gauge at the condenser outlet, the gauge can be difficult to locate and many of the operating manuals do not contain any reference to the gauge's location or how to read it. In many cases, the owner/operator of perc dry cleaners cannot identify the refrigerated condenser temperature gauge, and therefore, cannot perform the legally required readings. Failure to perform and document the refrigerated condenser temperature readinh can result in an enforcement action and fines for the individual dry cleaning facility. The monetary cost to a small facility and the amount of time an owner/operator might have to spend attending enforecement hearings can be significant.

### ► How You Can Help

On page 6 is an article created by the Colorado SBAP entitled "Environmental Requirements for Perchloroethylene Dry Cleaners." The article provides an overview of federal and state air, water and waste requirements for dry cleaners. The article includes information on the required refrigerated condenser temperature gauge readings.



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**FABRICARE BUSINESSES INSURING EACH OTHER SINCE 1915**

# FROM THE DESKTOP OF THE WEBMASTER...

Leslie Kettenhofen



Take some time and explore the web, I'm continually amazed at the resources available.

Leslie Kettenhofen - [webmaster@rmfa.org](mailto:webmaster@rmfa.org)

## About Leslie Kettenhofen:

- 8 years of Web Design experience. Knowledgeable in all aspects of design and implementation.
- Completed 2 year Cisco Systems Course in 2002
- Received Web Technologies Certification from IWA/HWG December 2003
- Currently studying for Web Graphics & Multimedia and Web Business certifications.
- 20 year history of Personal Computer Design and Troubleshooting with a strong background in network design and maintenance.

Just a quick update on the RMFA Website statistics. In September we had 383 unique visitors, who made 543 visits, and viewed 951 pages. The most visited page was the home page and the member's page was the second most popular. So stop in to the member's page and make sure all your details are correct. Is your phone numbers correct, is your email address listed is your website listed?

While the RMFA site is a valuable resource there are also some other great sites out there, that are designed specifically for dry cleaners.

[www.equipment4.us](http://www.equipment4.us) - offers online auctions, reverse auctions, and classifieds. I think the reverse auction is quite interesting, you post what you're looking for and the price you're willing to pay and wait for someone with that piece of equipment to contact you. I think this site will grow in popularity as word gets out about it.

[www.drycleanersrelief.com](http://www.drycleanersrelief.com) - offers a consumer directory for dry cleaners where consumers are able to rate your business in an Amazon like fashion. They also offer "do it your self" coupons for you to post in your listing.

[www.drycleanersdirectory.info](http://www.drycleanersdirectory.info) - Is a directory for all things related to the dry cleaning industry from listings of drycleaners, associations, and equipment manufacturers to suppliers.

<http://finance.groups.yahoo.com/group/fabricare/> - The Fabricare Forum is a mailing-list with 1,270 members. Discussions are open to any topic or issue of interest to members of the drycleaning industry. That covers a broad range, everything from business management, employee and customer relations, marketing and public relations to cleaning technology and techniques, garment problems, computer systems and government regulations -- just to name a few. You can share information about your plant operations, ask questions, give answers or debate and discuss key issues facing our industry.

As Co-Owner of Bobs Dry Cleaners and Laundry, Leslie has experienced all aspects of the dry cleaning industry from Counter Service to Finishing. She is a member of IFI and is currently serving on the board of the Oregon Dry Cleaners Association as District 3 Director, including heading up the 2003-2004 Education Committee. She chaired the 2004 & 2005 Convention Committee in addition to being Newsletter Editor and Webmaster..

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# "Website Shmebsite, I'm too old for this" ... "Rubbish," I Say!

By: Steve Boorstine



I am honored to write for RMFA and will use this space to share insights about quality, customer service, marketing, retail relationships, fashion, style, and many other current issues. Thanks for the invitation!

## "Website Shmebsite, I'm too old for this" ... "Rubbish," I Say!

As a third generation drycleaner, and someone who grew up in the business before computers, I am proud to say that I made the transition into the computer age in my thirties. But, I didn't learn the real value and power of the internet until I was in my forties and fifties. So, there's still hope for many of you!

Email marketing, customer mining, customer retention, newsletters, website integration ... all of this speaks volumes to a certain generation of people. Yet, you can still benefit from the technology, power, and savings that come with it. If you happen to be of the "old dog" paradigm about learning new tricks and feel you've missed the boat on internet marketing and building sales, THINK AGAIN!

### Website Design

Do you have a website? Do you need one? I say yes. In most cases, a considerably small investment can result in a jump in sales, cross promotion, market share and recognition.

Are you computerized at the counter, in the plant, on your routes, or even in your office? If you answered yes to any of these questions, then you can benefit greatly from a quality website.

Here are some answers to the most-asked questions. See how they apply to you and your business model.

- ◆Yes, we can redesign your *current* website to perform and build sales, or develop a new site from scratch.
- ◆Yes, you can have a completely functional and stylish website, without a lot of time, involvement, or computer knowledge. We can do most of the work.
- ◆Yes, in most cases, you can "port" over your customer list from your point-of-sale or back-office computer, into the website database to develop an effective email program that saves thousands on postage costs.
- ◆Yes, you can drive website customers to your store, and drive

### Fashion & Marketing

We are in the fashion business, yet too many sites are poorly-designed and very outdated. In addition, many cleaners are not utilizing the email & marketing synergy of a well-run site.

store customers to your website, to great effect.

- ◆Yes, you can build routes, mailing lists, newsletters, new customers, send out press releases, announcements, surveys & questionnaires, and enhance your customer's fashion IQ and style quotient.

### One Design Option

Six months ago I started a company that provides turnkey websites for the clothing industry - in just two weeks, for \$600. Hence, the creation of [www.webdesign600.com](http://www.webdesign600.com), a cutting-edge and artsy design company comprised of ex-drycleaners, writers, artists, and computer-savvy professionals.

***You are in the fashion business and the people business.  
Use your website to spread the news!***

### About Steve Boorstein

Steve spent 25 years in the clothing business: First as a clothing store owner, and then as the owner of one of the most elite drycleaners in the country. After selling his business, Steve wrote *The Ultimate Guide to Shopping and Caring for Clothing*, he appeared on *The View* (with Barbara Walters) and hosted the national radio show, *The Clothing Doctor*. Steve has presented clothing-care seminars at Neiman Marcus, Saks, Nordstrom, Versace and Chanel Boutique and continues to speak and consult throughout the clothing industry. He is currently a National spokesperson for Frigidaire, Executive Director for Leading Cleaners Internationale (LCI), and author of *Fashion, Shopping & Care™* - an outstanding bi-weekly Newsletter for your customers and counter staff.

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**THINK YOU KNOW IT ALL? THINK AGAIN.  
IFI'S 2006 Educational Offerings Promises to Benefit Beginners and Veterans Alike**

Now in its second year in Laurel, Maryland, the IFI School of Dry Cleaning Technology has the best instructors teaching on the best equipment at the best facility in the world. For nearly 100 years, beginners and veterans alike have benefited from an IFI education, and 3,449 students have received IFI's signature classroom instruction and hands-on training combination since April 1991. Just listen to what one industry old hand had to say:

*Since I came back from the IFI school, we've changed a few things here at the plant. I found out that over the years I had picked up a few bad habits. IFI taught me a better way to do things. Proper techniques and procedures help your quality and save money.*

*After 33 years in the business, I thought the class would be easy. I actually ended up doing homework every night!*

**-Neal Snodgrass, class of '02 and owner of Tate's Cleaners in Canton, Ohio**

Students who train with IFI in 2006 will hone their skills at IFI's state-of-the-art \$1.8 million training facility, which features a practical area boasting 13 stain removal boards, two shirt units, two pants units, three pressing units, as well as three solvent choices, wet cleaning and tensioning, and more. Classroom instruction covers everything from elementary stain removal and fabric basics to plant layout, business analysis, and customer service, and more than 30 companies contributed equipment and supplies to the better-than-ever school.

Back by popular demand in 2006 is the option of sending employees to IFI for just a few days to gain specialized knowledge in stain removal or wedding gown care. Of course, IFI also offers several "closer to home" educational opportunities for dry cleaners looking to deepen their knowledge or bring new staff up to speed in various areas of the field, including: self-study courses, educational videos, personalized in-plant training, and regional seminars. Once again, for those needing financial assistance, scholarships are available thanks to a variety of generous companies and organizations.

Chris Birk, owner of One Hour Cleaners in Peru, Indiana, had been around cleaning since 1966 and had cleaned hundreds of gowns before becoming one of 10 students to spend two days taking the wedding gown care class last May. In addition to praising Instructors Jane Rising and Brian Johnson, Birk commented about the experience of learning how to clean gowns more than a hundred years old. "It was wet cleaned, and it came out super...I learned many tidbits that are not in books, etc., and it was just absolutely an exceptional time. *I could not have been more pleased. It was the best \$199 I have ever spent.*" [emphasis added]

**2006 COURSE SCHEDULE**

<b>Introduction to Dry Cleaning</b>	<b>Advanced Dry Cleaning</b>
January 23-27	January 30 - February 10
April 24-28	May 1-12
July 17-21	July 24 - August 4
October 16-20	October 23 - November 3
<b>Stain Removal</b>	<b>Caring for Wedding Gowns</b>
March 22-24	June 8-9
June 5-7	

**The Nitty Gritty on Classes at IFI**

IFI's Three-Week General Dry Cleaning Course is offered in two phases. The one-week Introduction to Dry Cleaning course is designed to reinforce the principles of dry cleaning for owners and employees. This course focuses on the basics:

- Elementary stain removal
- Dry cleaning basics

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Think You Know It All? Think Again. continued from page 10...

- Fabric basics
- Finishing procedures for pants, coats, and skirts
- Assembly and invoicing
- Customer service

The two-week Advanced Dry Cleaning course is for individuals who have completed the introductory course or employees and owners/managers with more than one year of production experience. The advanced course covers:

- Advanced stain removal procedures and bleaches
- Silk finishing
- Plant layout and workflow
- Fabric characteristics and fiber identification
- Dry cleaning
- Wet cleaning
- Production costs and business analysis
- Regulations and care labeling

The one-week Introduction to Dry Cleaning course is offered four times in 2006, and is still \$450 for IFI members and \$695 for non-members. Likewise, the Advanced Dry Cleaning course is also offered four times (\$900 for IFI members, \$1,390 for non-members). The two courses may be taken separately or together as one continuous Three-Week General Dry Cleaning Course, which saves members \$100 in tuition fees (\$1,250 for IFI members and \$1,995 for non-members.) The three-day Stain Removal course is \$299 for members and \$449 for non-members, while the wedding gown course (offered in June, the most popular wedding month!) is \$199 for members and \$299 for non-members.

IFI's 2006 Educational Course Guide will appear in November's Fabricare, but information is also available at [www.ifi.org](http://www.ifi.org). Cleaners can also request a full brochure on IFI's 2006 educational offerings by calling IFI Registrar Susan Bale at 1-800-638-2627, Ext. 1603.

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