



# ROCKY MOUNTAIN FABRICATE ASSOCIATION NEWSLETTER

SERVING THE DRYCLEANERS OF COLORADO, UTAH, AND WYOMING

## ACCEPTING SUEDE AND LEATHER AT YOUR COUNTER

By: Jim Orlin, Front Range LeatherCare

It's that time of year, again. Sweaters, jackets, coats, and all the other items that your customers forgot about last spring are appearing again. Many have not been cleaned or properly stored. This is especially true when dealing with suede and leather. Whether you clean leather in your own plant, or send it to a specialist, **it is important that each customer understands and is familiar with the leather cleaning process when the garment is dropped off!!!!!!**

Your customer should know that cleaning leather differs from fabric cleaning and washing. Professional leather cleaning requires radically different knowledge, art, and science:

- Oils and dyes must be retained or restored during the cleaning process to keep the leather supple.
- Cleaning techniques vary with the type of skin, color, and type of stain, and the construction of the garment.

When your customer brings in a suede or leather garment place it on a hanger so you and your customer may view the entire garment. Look for:

- Bad soil, stains, and wear
- Tears, rips, thin areas in the skins
- Color loss or fading. The original color can usually be found under the collar, inside the pocket or inside the garment.
- Missing or loose buttons and ornamentation
- Linings longer than the garment or hanging down below where they are sewn to the leather. This indicates shrinkage has occurred prior to processing.

Note any of the above items on your invoice and your customer's receipt.

Take a few minutes to spend time with your customers when a garment is brought in. They will appreciate your knowledge, and, this may avoid misunderstandings when the garment is picked up.

Jim Orlin is a founding member of RMFA and currently serves on the board. He has over 45 years experience in the industry and is President of Front Range LeatherCare. Copies of this article are available for your shop in English and Korean and may be obtained by contacting Jim at 303-839-5099.



### In this issue

- |   |                     |
|---|---------------------|
| 2 | President's Message |
| 3 | Technical Bulletin  |
| 4 | Utah Update         |
| 5 | Upcoming Events     |

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*Rocky Mountain Fabricate Association  
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# President's

By: Brad Ewing  
Nu-Way Cleaners

# Message

If you have read just one of the columns I have written for this newsletter you know that I have strong feelings about the primary purpose of this, or any, trade association. That primary purpose is to keep the members as current as possible on new or updated processes, equipment, regulations etc. In other words the most important function is to provide educational opportunities for the membership. With that in mind the RMFA education committee is looking towards the annual conference format for the coming years.

The conference held in Grand Junction in 2005 was a good example of how we will be arranging the conference during the odd numbered or Clean Show years. The meeting schedule is more streamlined and there is little in the way of vendor displays. There is also a more pronounced focus on social activities. As we all know often we receive just as much valuable information from networking with fellow dry cleaners as we do from the formal programs.

The last conference held in Colorado Springs in May told us that we need to look at how we are going to present the conference during non clean show years. For industry members in this region if you want to see live equipment displayed, and demonstrated you have to make the commitment to travel to one of the large shows like those put on by the Southwest Drycleaners Association, The Clean show or the show in Long Beach. While RMFA does not have the resources of these larger groups we feel that presenting a live equipment show is something worth pursuing. One of RMFA's founding members, Jim Orlin was instrumental in guiding us in this new direction, and has spent a great deal of time through the initial planning phase. We are still very early in the planning process but mark you calendars for the spring of 2008, and look for upcoming information on the conference.

### RMFA MISSION STATEMENT:

The purpose of the ROCKY MOUNTAIN FABRICATE ASSOCIATION is to enhance the image and viability of the fabricate 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 the industry by providing an opportunity for the exchange of experiences, ideas and opinions through meetings, discussion and educational programs. The primary goals of the RMFA are to develop and encourage the practice of high standards, professional conduct, safety, and environmental excellence within the workplace among members of the dry cleaning industry.



## Is Professional Wetcleaning Important in my Operation?

Does the sun always rise in the East? Does a one-legged duck swim in circles? The answer to these questions is a resounding YES! If wetcleaning is not part of your operation, you are doing yourself and your customers an enormous disservice, not to mention the additional business you are passing up by not offering this service.

With the growing number of consumers purchasing casual wear and garments that are not "Dry-Clean Only", offering a professional wetcleaning service can provide your customers with more convenience and a better way to care for casual wear. Even with the latest improvements in home washing equipment and additives, professional wetcleaning can deliver results far superior than a customer can achieve at home. With a growing number of customers seeking outside services, the timing could not be better.

Professional wetcleaning is much different than home washing. Through the use of specially formulated additives, and more accurate control of process parameters, garments that are wetcleaned will look better and have a longer useful life as compared to regular home washing.

The definition of Wetcleaning is basically "the process of cleaning garments in water". Water is the solvent used in wetcleaning, as opposed to drycleaning in which garments are cleaned in perc or petroleum solvent. Unlike drycleaning solvents, which are non-polar and dissolve non-polar substances such as oils, greases and waxes, water is polar and will readily dissolve polar substances such as salts and sugars.

Just as in drycleaning, purposefully designed additives like detergents are required for the removal of soils in the wetcleaning process. Certain process conditions must also exist like in drycleaning to ensure the best wetcleaning results. In contrast to common laundering, wetcleaning implies precise and careful use of mechanical action, temperature and chemistry to minimize or avoid garment damage that otherwise might occur in water. For many garments, the wetcleaning process also requires exacting finishing work to restore the original size, appearance and hand of the item.

Although a wide array of equipment is available for wetcleaning, some quite sophisticated, the specific scientific principles of the wetcleaning process continue to apply regardless of the equipment used. Wetcleaning process techniques may be as

simple as immersion by hand in a tub or pail or use of a home-style washer. Or, it may be as complex as using purposefully designed wetcleaning machines that incorporate automatic process controls. The particular process technique chosen depends on the type and/or volume of garments requiring wetcleaning.

In addition to proper process techniques, professional wetcleaning requires skillfully using products which are purposefully designed for wetcleaning, and allow safe and effective care of all fabrics that should be cleaned in water. The products should help protect the fabric from damage during processing, effectively remove soils and prevent them from redepositing, and deliver a finish that is both desirable and necessary. Ultimately, the products need to help the fabric professional restore garments to their original "like new" condition. This cannot be accomplished by using your shirt laundry detergent, Tide, or any other store bought detergents.

### To Ensure an Effective Wetcleaning Process

- Always check the care label and follow instructions as indicated, otherwise obtain permission from the customer to process other than recommended.
- When no tag is present, check for dye fastness, determine the fabric type, evaluate garment construction to assess feasibility for wetcleaning.
- Always remove solvent soluble stains prior to wetcleaning to prevent stains from becoming hard-set and more difficult to remove.
- Always classify according to color to prevent dye transfer.

CONTINUED OF PAGE 7...

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Problems  
with

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# UTAH UPDATE

By Sharon Dutcher, CED



By the time you read this the Utah Environmental Inspector Seminar will be over. I have enjoyed working with Renette Anderson, the Utah Air Quality ombudsman. She has been very helpful, offering to round up not only speakers but also a meeting room. Knowing what Greg Sorenson and Scott Hopkins are looking for during a plant inspection should be an advantage to all who attended.

Renette has also kept me informed about the latest NESHAP regulations. The phase out of perc machines located in residential buildings will not have the same impact in Utah as it will in some of the larger cities where there is a drycleaner on the ground floor of most large apartment buildings. We will all have to learn to read hand-held perc sensors, however. I hope they have developed an easier-to-use model in the past few years. The last time I tried to use one I could never get a consistent reading.

The following are contact phone numbers and web site information if you need information from the Utah Department of Environmental Quality:

Air Quality (800)270-4440 or [airsmallbiz@utah.gov](mailto:airsmallbiz@utah.gov)

Solid and Hazardous Waste (801) 538-6170 or [www.hazardouswaste.utah.gov](http://www.hazardouswaste.utah.gov)

Underground Storage Tanks (801) 536-4100 or <http://undergroundtanks.utah.gov>

Water Quality (801) 538-6146 or <http://waterquality.utah.gov>

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## EQUIPMENT FOR SALE

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- Magna Double Buck w/vacuum
- Stacked collar and cuff unit
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\*unit is only three years old and has been impeccably maintained and serviced.

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Summit Cleaners  
719-290-6315

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- Two Cissell Dryers - 50 Pound
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- One Rema Dri-Vac
- One Cissell Garment Topper
- Fulton Boiler - 1989

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## Upcoming Events for 2006-07

October 19-21, 2006  
Coin Laundry Association Annual  
Conference  
Renaissance Scottsdale Resort -  
Scottsdale, AZ

June 11-14, 2007  
Clean Show '07  
Las Vegas Convention Center

August 1-4, 2007  
TCATA Annual Management &  
Educational Conference  
Silverado Resort - Napa, CA

## EQUIPMENT FOR SALE

<a href="#">American Pneumatic Heat seal machines</a>	<a href="#">Forenta Bantam 3 piece Shirt Unit</a>
\$900 up	\$4,700
<a href="#">Bishop-Freeman Shirt Folding Table</a>	<a href="#">Frebon Pillow Cleaning Machine</a>
\$1,100	\$1100
<a href="#">Cissell Pant Topper</a>	<a href="#">Juki Electric Button Sewing Machine</a>
\$500	\$1,600
<a href="#">Cissell Puff Irons</a>	<a href="#">Permac 35# Perc DC Machine</a>
\$125 up	Make Offer
<a href="#">Cissell Pre-Spot Tank</a>	<a href="#">Pfaff Commercial Sewing Machine</a>
\$150	\$150
<a href="#">Chandler Button Sewing Machine</a>	<a href="#">Pillow-Vac Pillow Cleaning Machine</a>
\$1200	\$1,100
<a href="#">Chansew Electric Button Sewing Machine</a>	<a href="#">Puritan Vanguard 14 Filter</a>
\$1,100	\$600
<a href="#">Cool Air Evaporative Cooler</a>	<a href="#">Shirt Cone</a>
\$500	\$225
<a href="#">Electrozone Generator</a>	<a href="#">Singer Patch Machine</a>
\$150	\$500
<a href="#">Exxis Lap Time Surveillance System</a>	<a href="#">Singer Industrial Sewing Machine</a>
\$995.00	\$375
<a href="#">Forenta Heated Collar Cone</a>	<a href="#">VeriFone Credit Card Reader</a>
\$175	\$100 up
	<a href="#">VeriFone Credit Card Receipt Printers</a> - \$100 up

**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)

# CLEAN '07 OPENS HOTEL RESERVATIONS

## Official Travel Agency Also Announced

Special Clean '07 rates are available at eight Las Vegas hotels, and reservations at the official hotels can be made through the Las Vegas Housing Bureau beginning in late August. Clean '07 will be held in Las Vegas June 11-14, 2007.

Show attendees will have an opportunity to stay on the famous Las Vegas Strip (Las Vegas Boulevard) at some of its best-known hotels. Seven of the eight hotels are on the Strip, all within 1.5 miles of the Las Vegas Convention Center where Clean '07 will be held. The eighth hotel is adjacent to the convention center.

Hotel rates range from \$89 to \$209 a night, exclusive of local taxes, for single or double occupancy, to meet every taste and budget.

Complimentary shuttle buses will transport attendees between official hotels and the convention center mornings and afternoons. An evening shuttle will loop to the headquarter hotels so attendees can visit various social functions at different locations.

Each of Clean '07's six sponsoring associations has selected a headquarter hotel. Coin Laundry Association (CLA) will convene at Harrah's. International Fabricare Institute (IFI) will headquarter at the newly refurbished Planet Hollywood Resort (formerly Aladdin). National Association of Institutional Linen Management (NAILM) will headquarter at Paris.

Three groups will share the Las Vegas Hilton as their headquarters: Textile Care Allied Trades Association (TCATA), Textile Rental Service Association of America (TRSA), and Uniform & Textile Service Association (UTSA).

In addition to the headquarter hotels, Bally's, Flamingo, Riviera Resort and Wynn Resort are in the Clean '07 official hotel package.

Bally's, Flamingo, Harrah's and Paris are owned by Harrah's Entertainment. A special convenience to attendees is that guests of any of these hotels can sign for restaurants and services at the other three interchangeably as well as at Caesar's Palace and Rio.

Reservations form and detailed information about all Clean '07 hotels are available on the Clean web site, [www.cleanshow.com](http://www.cleanshow.com), or from show management.

Reservations for all Clean '07 hotels must be made through the Clean '07 Housing Bureau to receive the special rates. Attendees should not call hotels directly since the show's room quotas are assigned to the Housing Bureau. Reservations can be made on the web ([www.cleanshow.com](http://www.cleanshow.com)), or by telephone, fax or regular mail. Blocks of five or more rooms must be made in writing; special stipulations may apply.

Members of sponsoring associations may call a special toll-free reservation number assigned to each sponsor's headquarter hotel block. They are:

CLA at Harrah's	800-762-0296
IFI at Planet Hollywood Resort	877-584-6938
NAILM at Paris	800-479-6336
TCATA at Las Vegas Hilton	800-858-1017
TRSA at Las Vegas Hilton	800-709-2885
UTSA at Las Vegas Hilton	877-333-5215

For non-members and general housing, call (toll free) 888-892-5822. International attendees may call 702-386-7813 for reservations. Fax numbers are (toll free) 800-536-9488, or 702-386-7818. By mail, send a completed housing form to Clean '07 Housing, Las Vegas CVA, 3150 Paradise Road S., Las Vegas, NV 89109-9096 USA.

Making reservations early offers the best opportunity to be confirmed at an attendee's preferred hotel. A one-room-night deposit for each single/double room is required to confirm a reservation (tax may be charged). The Housing Bureau accepts most major credit cards. If paying by check, call the Housing Bureau for specific instructions. Information about suites is available from the Housing Bureau. Suites require a larger deposit. Deadline for reservations is May 11, 2007.

Travel and car rental arrangements can be made through Clean '07's official travel desk at Globetrotter Travel, (toll free) 888-447-7432 or 301-570-0800, press "1"; fax 301-570-9514; or on line at [www.globetrottermgmt.com/cleanshow](http://www.globetrottermgmt.com/cleanshow). Airline discounts will be announced shortly on the web site. Meanwhile Globetrotter offers internet or web fares competitive to all airline and third party travel sites.

Officially named the World Educational Congress for Laundering and Drycleaning, the Clean Show is the world's premier showcase for equipment, products, supplies and services for the textile care industry. It attracts all segments of the industry from single-owner, coin-operated laundry and drycleaning establishments to giant industrial and institutional laundries and textile rental companies. It offers training seminars on business management, technology and environmental issues.

For information about Clean '07, contact show managers Riddle & Associates, 1874 Piedmont Road, Suite 360-C, Atlanta, GA 30324; phone 404-876-1988; fax: 404-876-5121; email [info@cleanshow.com](mailto:info@cleanshow.com) or visit [www.cleanshow.com](http://www.cleanshow.com).

- If the garment has more than one piece, make sure to wetclean all pieces to prevent subtle color differences.
- Measure several areas of the garment, or trace the outline of the garment on a piece of paper, so that the item can be reshaped if any shrinkage or distortion should occur.
- Accurately control water temperature to minimize thermal shrinkage. If in doubt, use cool water.
- Adjust the water level higher (no more than one gallon per lb. of fabric) for less mechanical action and lower (no less than 1/3 of a gallon per lb.) for more mechanical action.
- Fabrics made from low twist yarns that are loosely woven (i.e. garments that are soft, thick and more elastic) should be subject to less, and sometimes no mechanical action.
- Fabrics made of high twist yarns that are tightly woven (i.e. outerwear, khakis, etc.) can withstand more mechanical action.
- Dry garments according to the care label. If no care label is present, use the no heat cycle or a drying table to minimize the potential for distortion.

- Finish garments to the same exacting standards employed for drycleaned garments

Wetcleaning can substantially minimize the potential for damage to those items with beads and sequins, solvent soluble dyes, and heavily stained with water soluble soils. Wetcleaning gives you the ability to provide an additional service to your customers, and capture a substantial portion of the casual wear market. IFI has just released a wonderful flyer to help you advertise this additional service to your customers. If we are to be considered professional cleaners, professional wetcleaning must be a part of our operation. For questions or advice concerning your wetcleaning needs, feel free to contact me at (303) 506-7783.

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

## IFI STRIKES BACK AT INVALID BREAST CANCER “STUDY”

An irresponsible wire story riled drycleaners across the country, and propelled IFI into crisis management mode. Within minutes of learning about the Associated Press story, IFI senior managers took decisive action.

The wire story, picked up by print and broadcast media across the country on October 21, 1999, summarized a report detailing the incidence of breast cancer in Newton, Massachusetts. The story suggested “unfairly and without scientific documentation” that environmental factors such as dry cleaning and lawn services could be involved.

In an IFI news release issued the day the story broke, IFI CEO William E. Fisher, said: “This is the worst type of a so-called study I have seen, because it states, very simply, that because affluent women use more dry cleaning, it therefore follows that dry cleaning causes breast cancer. They are also likely to read more newspapers, and get newsprint on their hands. Are we going to suggest that reading newspapers causes breast cancer? No credible scientific organization would ever accept either conclusion. And in fact, the chief of environmental Epidemiology at the National Cancer Institute said that, “Newton women should not worry about the possible role of environmental chemicals.”

The study of 1,350 women in the Boston suburb found levels of breast cancer that were 13 percent higher than the statewide rate between 1982-92. The group that conducted the study, the Silent Spring Institute, reported that women in this group indicated a more frequent use of pesticides, vaginal spermicides, professional lawn services, and dry cleaning. The Boston Globe Online quoted a Silent Springs epidemiologist who led the study as saying; “We don’t know that any of these [factors] are breast cancer risks at this

point.” The story also quoted a Massachusetts environmental official on the role of environmental factors who said, “We don’t see anything that stands out in the environment itself.”

And an Associated Press wire story made a bad situation worse because it unjustifiably suggests that dry cleaning could be a cause when no supporting evidence exists.

IFI’s Fisher noted: “The study itself indicates that the Newton women were much more likely to have had 10 mammograms and to do monthly self-examinations than women in the comparative group, by a difference of 59 percent. Additionally, more Newton women had their first pregnancies after the age of 30, a known risk factor for breast cancer. These factors by themselves could have caused a higher reported rate of breast cancer. And, while the only factors mentioned by Silent Spring are dry cleaning and lawn service/products, I am certain in my own mind that there were many other differences in terms of lifestyle where Newton women did something more than the women in the other group. I want to know why the Silent Spring Institute hasn’t disclosed these differences and I challenge Silent Spring to release all the survey data for unbiased, third-party evaluation.”

He added: “Since this study fails to offer clear and convincing evidence that links dry cleaning or any other factor to breast cancer rates in Newton, I want to know why the Silent Spring Institute chose to single out drycleaners and lawn services. At this point, I can only conclude that Silent Spring was motivated by an agenda and a prejudice against dry cleaning. Silent Spring has slandered our industry and performed a real disservice in the area of public health.”



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