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ROCKY MOUNTAIN FABRICARE ASSOCIATION  
**N**EWSPLETTER

JAN./FEB. 2003  
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SERVING THE DRYCLEANERS OF COLORADO, UTAH AND WYOMING

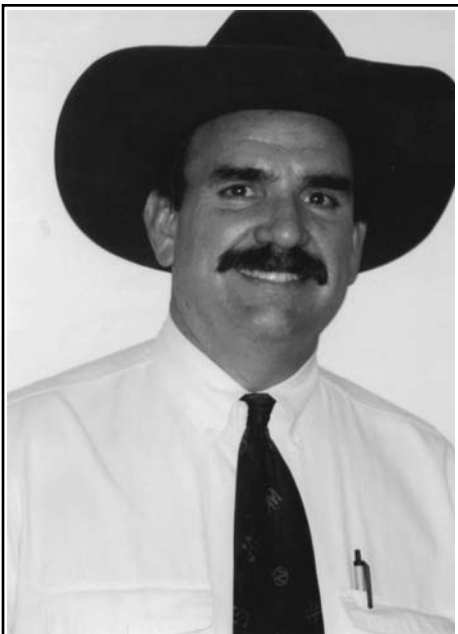
*It's that time again...*

# RMFA's SPRING CONFERENCE

Sheraton, Colorado Springs ♦ April 11 & 12, 2003

Come see what we have to offer....

From Allied Trades exhibiting new and exciting products and equipment to profound speakers like Kenney Slatten!



**Kenney Slatten**, known to many as "The Cowboy Cleaner", is the founder and president of **Kenney Slatten Training Co.** based in Texas. Kenney is an avid consultant, speaker and certified instructor/trainer for the International Fabricare Institute. Additionally, Kenney is a monthly columnist for the Western Cleaner and Launderer magazine.

**COME ONE, COME ALL...**

**APRIL 11 & 12, 2003**

**SHERATON COLORADO SPRINGS**

**2886 South Circle Drive**

**(I-25 at Exit 138)**

**1-800-981-4012**

**Make lodging arrangements directly  
with the Hotel!**

Room Rate:

\$65.00 - Single/Double

\$120.00 - Suites

The room block will be released on March 10, 2003 - please make reservations before that date.

**For registration information refer to  
page 4 in this newsletter!**

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# EDUCATION COMMITTEE

BY: JOE BLAHA


## ***Your Dry Cleaning Machine Maintenance Troubleshooting***

*A Seminar to be presented at the RMFA Spring Show  
April 11 & 12, 2003; Sheraton, Colorado Springs*

If for no other reason than to encourage the oratory careers of Bob Blacker and myself we would expect a real "crowd" to attend this special offering. With myself handling the mechanical concepts (hardware) and Bob the chemical processes (software) involved in a drycleaning machine, we can share a couple of lifetimes of wrestling with these machines and explaining their behavior to ourselves and others. We will cover both perc and H.C. configurations and concerns.

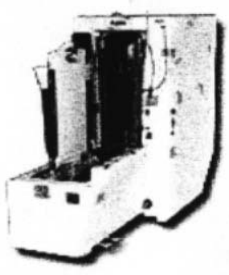
This will be a very interactive type of presentation so bring your questions. We will have handouts of our visual presentations and a considerable reference manual available. This is a great place to get that overdue mental tune-up for the mechanical heart of our industry - your dry cleaning machine.

Sign up early - Get the discount!



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# Mark Your Calenders, It's Conference Time!

The RMFA is very excited to bring you YOUR Annual Conference. This year it promises to be bigger and better than ever. It is going to be held at the Sheraton Hotel in Colorado Springs on April 11th and 12th. Mr. Leeper has promised excellent weather this year, as opposed to the snowstorm we endured last year. RMFA and R.R. Street are proud to sponsor Kenny Slatten who will be speaking two different times at the conference this year. On Friday afternoon, Kenny will be kicking off our extravaganza with a live spotting seminar and demonstration. This session will address the key concepts and steps involved in basic professional stain removal. Hands-on stain removal techniques will be demonstrated on Street's self-contained spotting board. You are encouraged to bring in some problem garments for evaluation during the seminar. Kenny will also be on hand during the reception and Allied trade exhibit times.

On Saturday, we have a full slate of items that should interest everyone. Kenny will be presenting Effective Cleaning with High Flash Hydrocarbon Solvents. This seminar begins with an examination of the historical evolution of hydrocarbon solvents. Performance characteris-

tics as well as proper cleaning process and procedures will also be discussed. Also on Saturday, back by popular demand, Joe Blaha and myself will be presenting our now quasi-famous Maintenance seminar DryCleaning Machines inside and out and other related Maintenance items. This is an audience interactive presentation in which we will discuss what really happens in the machine during the drycleaning cycle, what is needed to achieve quality cleaning, and how to keep the machine in top working order in order to achieve those quality results. We will be taking your maintenance questions during the presentation, so bring your questions for Joe and myself. We will also have copies of our updated and expanded Maintenance Manual available for sale.

So mark your calendars for April 11th and 12th to join us for YOUR RMFA annual conference. As I stated before, it will be bigger and better than ever. If you have not received your information, it should be arriving soon, or feel free to contact the RMFA office to get all the details. Look forward to seeing you at the conference.

Robert Blacker  
R.R. STREET & CO Inc.

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2. Unipress clamp double buck press	\$5500
3. Unipress collar/cuff press	\$3000
4. Ajax Vaccum double buck press	\$6000
5. Ajax Utility press	\$1250
6. New Yorker Legger Press	\$750
7. Forenta Legger Press	\$1000
8. Hoffman Manual press	\$750
9. Kleen-Rite filter, 3 Tubes	\$1500
10. Cissell Spotting Board	\$300

For more details, prices and photos, visit our website at:  
[www.thecleaners.net/Equipment.htm](http://www.thecleaners.net/Equipment.htm)

Jim Nixon ♦ Nu-Way Cleaners  
2501 7th Avenue ♦ Greeley, CO 80631  
970-353-7873 ♦ [jnixon@thecleaners.net](mailto:jnixon@thecleaners.net)



# RMFA's Spring Conference

## Come one, Come all...

### Sheraton, Colorado Springs - April 11 & 12, 2003

2886 South Circle Drive (I-25 at Exit 138) ♦ 1-800-981-4012

**\*\*\*Make lodging arrangements directly with the hotel\*\*\***

**Room Rate: \$65.00 - Single/Double**

**\$120.00 - Suites**

*Make your calenders and make your reservations. This year's Annual Conference is expected to be the best ever!*

#### **Scheduled speakers and presenters include:**

**KENNEY SLATTEN - Spotting Seminar**

**ALLIED TRADES EXHIBITORS**

**MARY SCALCO - Vice President of IFI - IFI's GreenEarth report**

**"FRICK & FRACK" - Joe Blaha & Bob Blacker on equipment maintenance**

**JONI CANTERBURY - Small Business Assistance Program (SBAP)**

**DEBBIE BARNETT - Environmental Forensic Investigations**

**KENNEY SLATTEN - Hydrogen Seminar**

Come learn how to improve your business. From better spotting skills, to equipment maintenance, along with FREE information on staying in compliance.

You'll get to see many exhibitors' products and services plus ask questions that will help you to better operate your plants. RMFA's Conference will have it all!

#### **Only \$75.00 for all this valuable information, register now!**

	<u>Before March 21st</u>		<u>After March 21st</u>
MEMBERS	\$75.00	MEMBERS	\$100.00
NON-MEMBERS	\$100.00	NON-MEMBERS	\$125.00

**COMPANY:** \_\_\_\_\_

**ADDRESS:** \_\_\_\_\_

**PHONE:** \_\_\_\_\_ **FAX:** \_\_\_\_\_

**E-MAIL:** \_\_\_\_\_

**ATTENDEES NAMES** (please print as badges will be made from this registration):

1. \_\_\_\_\_ 2. \_\_\_\_\_

3. \_\_\_\_\_ 4. \_\_\_\_\_

Please send completed form and payment to:

**RMFA  
11166 Huron Street, Unit 27  
Denver, CO 80234-3339  
303-433-4446**

For more information please call:



# Rocky Mountain Fabricare Association

## Saturday, March 1, 2003 Spotting Seminar

**Mountain High Cleaners - 303-987-1394**

13053 W. Alameda Parkway, Lakewood, CO 80223  
(West on 6th Ave., to Union, South to Alameda, West 10 blocks,  
Safeway Shopping Center)

**Time: 8:00 a.m. - 3:00 p.m.**

**Cost Before Feb. 21:** \$99.00 Members; \$129.00 Non-Members  
**Cost After Feb. 21:** \$119.00 Members; \$149.00 Non-Members

**Presented By:** Roland Dobbins

- ♦ *Ready to improve your knowledge and skills in the dry cleaning and stain removal area?*
- ♦ *Want the boss, especially if that's you, to feel like his money was well spent because claims are down and customer satisfaction has improved?*
- ♦ *Then this course is for you. One day is all it takes to improve your knowledge, your speed and quality of stain removal.*
- ♦ *The program combines a study of chemicals and reactants with actual hands-on participation. Experts can fine-tune their present skills and learn some new tricks, while novices explore the fundamentals of this challenging profession.*
- ♦ *Together, you will uncover the secrets of spotting and take the mystery out of the spotting board.*

## Saturday, March 15, 2003 Advanced Spotting Seminar

**Mountain High Cleaners - 303-987-1394**

13053 W. Alameda Parkway, Lakewood, CO 80223  
(West on 6th Ave., to Union, South to Alameda, West 10 blocks,  
Safeway Shopping Center)

**Time: 8:00 a.m. - 3:00 p.m.**

**Cost Before March 1:** \$159.00 Members; \$189.00 Non-Members  
**Cost After March 1:** \$179.00 Members; \$209.00 Non-Members

**Presented By:** Roland Dobbins

Advance to the next level in the dry cleaning and stain removal areas. Do you need to be able to short cut recleans or post spotting? We will be working hands-on with actual stains of oxidized oil, oxidized sugar, Inks of many types, on Red Purple, Off White or Pink Silk garments (or swatches) Blue and Champagne Colored Rayon Dresses. Satin Wedding Gowns, and many more delicate fabric and dye items and stains to numerous to list. Liberal use of Taboo Agents including Amyl Acetate, Acetone, Dye Stripper. Bleaches; Perborate, Chlorine, Anti Clors...Ink Removers, Chemical Spiking for Specialty Items. Working over acetate linings around decorative trims, bleaching white with multicolored adjoining areas. Many questions answered...Great Tips and Techniques...Brush up or Learn at this class.

Prerequisite: 1-year experience or prior course completion. Included in the price is a Certificate of completion, lunch and a workbook.

### Registration for March 1, 2003 - Spotting Seminar

Company: \_\_\_\_\_

Attendees: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

E-mail: \_\_\_\_\_

**Please make checks payable to:** RMFA  
**Mail To:** 11166 Huron Street, #27  
 Denver, CO 80234-3339  
 303-433-4446

### Registration for March 15, 2003 Advanced Spotting Seminar

Company: \_\_\_\_\_

Attendees: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

E-mail: \_\_\_\_\_

**Please make checks payable to:** RMFA  
**Mail To:** 11166 Huron Street, #27  
 Denver, CO 80234-3339  
 303-433-4446

# From the Desktop of the Webmaster...

My name is Leslie Kettenhofen and I'm your new Webmaster for the RMFA web site. I have 5 years of Web Design experience and I am experienced in all aspects of design and implementation. I have a 20-year history of Personal Computer Design and troubleshooting, with a strong background in network design and maintenance.

If you haven't checked in on the web site lately - you should. There have already been a number of changes and they will continue in the upcoming year. Today I'd just like to give you a brief tour of the new site. [www.rmfa.org](http://www.rmfa.org)

On the **HOME** page you'll find our Mission Statement, the buttons on the left offer you one way to navigate the site, or at the bottom of each page you'll find text links that accomplish the same thing. You'll also find the button for the Free Classified Ads, where you can advertise Equipment for Sale, Help Wanted, and Plants for Sale, etc. The classifieds are customizable and you can set up your own categories for whatever you might want to sell or purchase.

The **JOIN** button, leads you to the form to become a member. You can renew your membership online securely or if you know of someone who wants to become a member, just send them to the site and they can do it all online.

The **EVENTS** button is where you'll find all the important upcoming events.... Education, Legislative, board meetings etc... This is the spot to stay informed and find out what's coming up.

The **CONSUMER** button takes you to the page for the general public. It offers some tips on how to choose a cleaner. Stain removal tips, and other useful articles. It also gives a link to ask an expert a question. The board will be answering these questions and gives us a way to positively interact with the consumer. There is also a link to the member's page, so they can find a member cleaner.

The **LINKS** page has been updated and gives you links to everyone in the industry. From Pressing Concerns which is the Colorado Environmental Handbook for Cleaners to the FTC and your Government officials.

If you need to contact a board member they're all listed on the **BOARD MEMBERS** page. You will find all the information you need, to email, fax or phone them.

The **MEMBERS** page has been re-formatted to be more users friendly -both for you and the consumer. You can look at the members list for the whole state or by city. If you have an email address and it's not on that page, get it to me and I will add it. You also now have the option of having a click through to your own website if you have one. That's available on the **SERVICES** page.

The **NEWS** page has links to current articles on the industry. These will include newspaper stories about local cleaners as well as national articles. If you're aware of a good article, send me the link on the web and I'll post it.

**Continued on page 7...**

## UTAH UPDATE

**By: Sharon Dutcher**

I recently talked with Julie Williams of Clothesline Express Cleaners in Stansbury Park (near Tooele). She and partner Melanie Didericksen now have 13 and 1/2 month's experience in the dry-cleaning business. Many of you may know Julie and Melanie because they spent a lot of time researching the dry-cleaning business before they invested any money. They visited existing plants; joined the IFI and RMFA and read all of the brochures and newsletters; and went to meetings and shows while their plant was being built. Julie is still as enthusiastic as about dry-cleaning as she was when I first met her. She says business has been fantastic.

I asked her if belonging to IFI/RMFA had been helpful in easing her through the learning curve when they first opened. Her answer was an enthusiastic "yes". She said that they couldn't have succeeded without the support of other members of the dry-cleaning community. She felt that the experience, while "overwhelming at first", was made easier by the opportunity to talk with more knowledgeable people and to people in similar circumstances with similar problems.

Julie was also upbeat about continuing to attend seminars and meetings. Now, she says, everything makes more sense when she listens to a speaker or reads an article and so she continues to learn and grow as a dry-cleaner. In addition, she likes to talk with other dry-cleaners and share ideas. I predict that Melanie and Julie will do well in this business.

The RMFA is sponsoring a Utah Town Meeting in conjunction with the Utah Dept. of Environmental Quality on Feb. 20, 2003 at Katzson Brothers' warehouse from 3 to 5 PM. The UDEQ has promised us a checklist of regulations covering air quality, water quality and hazardous waste management. It's free to RMFA members so join us, talk with your fellow dry-cleaners, and share some new ideas.

Utah Town Meeting

Utah Department of Environmental Quality (DEQ)

**Date:** February 20, 2003

**Time:** 3:00 to 5:00 PM

**Place:** Katzson Bros. warehouse - Phone #: 801-322-5757  
3493 W. 1500 S.  
SLC, UT

**Presenters:**

Scott Hopkins, Dept. of Air Quality

Ron Reece, DEQ Small Business Assistance Program

Renette Anderson, Small Business Ombudsman

**Subject:**

Environmental compliance issues, including a checklist of monthly and yearly tasks to keep your plant in compliance. This covers air quality standards, hazardous waste management, and water quality. This is an extremely useful resource for all operating plants.

The introduction of a new DEQ program to recognize and reward companies that go beyond what is required to improve the environment and reduce waste.

They will answer any and all questions about good environmental practices.

Continued from page 6...



The **AWARDS** button takes you to the form to nominate the Dry Cleaner of the year. The Drycleaner of the Year Award was established in memory of Marta Nixon. Marta, along with her husband Jim, was instrumental in the organization of the Rocky Mountain Fabricare Association (RMFA) in 1987.

The **SHOPPING** page is brand-new. We have teamed up with selected merchants to provide you with a one stop shopping experience. If you, your friends or family shop online. Do it from our page, you click on our link and we get a credit for your shopping spree. This will help offset costs of maintaining, and hosting the web site.

And last but not least is the **SERVICES** page. These are new services available to you through the association web site. You can now have your own email address @rmfa.org. For Example: ([VougeCleaners@rmfa.org](mailto:VougeCleaners@rmfa.org)). And if you don't have a presence on the web already, you can now have a one-page site through RMFA. Then you have your own web address to use on

stationary, business cards, claim checks, and advertising. For example ([www.rmfa.org/VougeCleaners](http://www.rmfa.org/VougeCleaners)).

An e-mail address can be purchased for \$60.00 a year and can be accessed via the web (like hotmail or yahoo) or via traditional email clients, such as Eudora, Outlook Express, or Netscape messenger. Your one page mini-site can be purchased for \$25.00 a year and includes your logo and anything you might want to showcase on your page (hours, specialties, locations etc.) See the services page for an example of the mini-site page.

There is now a feedback button at the bottom of each page, so if you have an idea for a particular page, click on the yellow **FEEDBACK** button, and drop me a note. Stay tuned to the site; we have a number of updates planned, so it will be changing on a regular basis.

Leslie  
Webmaster@rmfa.org  
(541) 999-1493

## MARK YOUR CALENDERS

**Saturday, March 1, 2003**

Spotting Seminar - Mountain High Cleaners  
see page 5 for details

**Saturday, March 15, 2003**

Advanced Spotting Seminar - Mountain High Cleaners  
see page 5 for details

## RMFA Spring Conference

April 11 & 12, 2003 - Sheraton, Colorado Springs

see page 4 for details & registration



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