

THE Southwest Press

Serving the Professional Drycleaners of Arkansas, Kansas, Louisiana, Missouri, Mississippi, New Mexico, Oklahoma & Texas

An illustration of two men in dark blue suits with red ties, looking through binoculars. The man on the left is in profile, looking right. The man on the right is facing forward, looking left. They are positioned on either side of the main title. The background is a teal gradient with white diagonal lines.

Doppelgangers & Dry Cleaners

Plus...

New Boiler Rules

Update: Drycleaner Remediation Fund

Tackling Invisible Stains

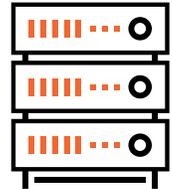
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President's Message

DoppelGangers & Dry Cleaners

by Danny Bahlman, Bahlman Cleaners

Doppelganger, an apparition or double of a living person. Somehow I managed to live the majority of my life without knowing this word and I have to admit it is not part of my everyday vocabulary.

As we anticipate the opportunities of 2021, do we have a hidden "double" in our operation? We have all spent time trying to assess where we are and the best course(s) of action to proceed in both the immediate and long term future. SDA, DLI and industry leaders have actively been hosting webinars, guiding and training us on additional revenue streams and reminding us of proper operational methods.

When interviewing potential employees for any area, a question I always ask is "there are four ways to do your job, what do you think they are?" I receive some interesting answers or a blank stare! Following a discussion with them, my answer to their inquiry concerning that statement is "the right way, wrong way, our way, and the highway".

Your individual business model determines "your way," which, by default, should become the right way. A prospective employee with experience at a competitor will bring their training and procedures from their previous employer, believing it will be the right way. As an example, two well-recognized fast food giants, one with arches in their logo and the other with a king, both deliver very similar products from their menu with well-established and successful techniques. Changing employment between the two, a person would need to be retrained to the proper methods. Each business model and the presentation of the final product is both correct, or incorrect. Employees unwilling to adapt will undoubtedly be given the "highway".

Throughout my involvement with the garment care industry, I have had the opportunity to visit many operating facilities and can honestly say I have benefitted and learned something from each visit. Many times I see a way to improve upon an area in our operational procedures and other times I really want to question why an existing method is followed or

allowed by the owner/ manager, or from my interview question, the wrong way exists.

Perhaps you are feeling inundated with information gathered from numerous webinars you have participated in. Going forward, choose the adjustments that will benefit your particular operations with the greatest impact. I was asked by a new owner/operator about potential benefits attending Clean Show 2019 in New Orleans. I advised them they should only go if they were able to stay focused on things relevant to their operational model and to attend as many training seminars as possible. I visited them a few months after and asked if they attended and what was their impression. Tunnel washers, flat-work ironers, automatic folders, auto assembly conveyors with baggers, and great restaurants were the highlights mentioned by them—none of those beneficial to their business.

Back to the doppelganger. Don't do it. **Become what you intended your business to be.** Look at yourself in the business mirror and institute the changes that most apply to you. It is easy to look at another operation and conclude that following their procedures will alleviate your issues. Don't try to become someone else. If necessary, rediscover yourself by looking for the hidden "doubles" in your operations. After all, if you wanted to be someone else, would you have taken the steps to ownership?

SDA, DLI and your fellow members will continue their efforts to guide you through the coming months and years so stay involved or get involved. We all become stronger by standing together.

Wishing you great health and blessings in 2021,

Danny Bahlman

President, Southwest Drycleaners Association



Texas Dry Cleaners Fight to Keep Dry Cleaner Remediation Fund

By Frank J Corte Jr and Harvey Hilderbran, Capitol Chairman's Alliance, LLC

As many of you know, the Texas Dry-Cleaning Remediation Program (DCRP) will expire on September 1, 2021. This program was created in 2003 by the Texas Legislature to assist the dry-cleaning industry in Texas with remediating dry-cleaning solutions used in their businesses. The DCRP is funded by industry operators through the registration fees and fees on the use of certain dry-cleaning solvents. The Texas Dry Cleaners promoted and advocated for the creation of this program that is administered and regulated by the Texas Commission on Environmental Quality (TCEQ). Without the DCRP, many dry-cleaning operators would assume insurmountable liability for the contamination of soil and property due to the use of solvents like perchloroethylene also known as PERC.

Texas dry cleaners hired Capitol Chairman's Alliance to assist them in passing legislation to extend the DCRP to 2051 in this legislative session. The lobbyist group has drafted legislation, which is ready to file.

For months, the team has communicated with legislative leaders about the DCRP and its importance to continue, including meeting with Lieutenant Governor

Dan Patrick. The team continues to involve Texas dry cleaners in meetings and conference calls with key legislators to secure sponsors in both the House and Senate.

If you believe this effort is important, you can participate by writing to your elected officials and donating towards legal counsel. Visit www.dcrpcoalition.com for more information on this initiative.

January 12 was the start of the new Texas legislative session and as with all legislative initiatives, there are many moving parts. Join Texas dry cleaners and the Capitol Chairman's Alliance on March 6, from 11:00 am - noon, for a virtual meeting to hear progress on the effort to extend the sunset of the dry cleaner remediation fund. Visit www.sda-dryclean.com to register for this meeting.

Frank Corte can be reached at 210-325-6898 or cortegroup@gmail.com. To contact Harvey Hilderbran, call 512-796-7951 or email him at hilderbran@gmail.com.



DCRP UPDATE

Virtual Meeting

March 6 / 11:00 am - 12:00 pm

Register at www.sda-dryclean.com

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Tackling Invisible Stains

By Jeff "The Stain Wizard" Schwarz

Dear Stain Wizard:

After pressing this laundry shirt, I noticed this yellow stain. It wasn't there prior to pressing. What is it and how do I get rid of it? Why wasn't it there before I pressed it?

Sometimes referred to as "Invisible Stains," oxidized oil stains in laundry appear after the shirt is pressed. Let me explain.

If we went out to lunch and I spilled meat grease or salad dressing on my shirt, then I dropped it off at the drycleaners, the counter staff probably wouldn't notice it (unless I pointed it out). Soap and water has a very low Kb value (strength or oil removing capacity of a solvent). Additionally, many cleaners wash in cold water, which means the oil will not solubilize (the ability of a solid or liquid to dissolve in a liquid). So the shirt has now been washed and ready to be pressed with the oil still in the fabric of the shirt. The shirt goes into the shirt buck, pressed at 350 degrees, comes out crisply pressed, now with a glaring yellow stain visible on the shirt. The heat from the shirt press has oxidized the oil that was still in the fabric. (The same thing happens to tablecloths that sit in the closet.)

How to Remove the Stain

If the stain is relatively fresh, it can be removed using a good laundry P.O.G. (paint, oil, grease) remover on the spotting board. If you don't apply your laundry P.O.G. directly onto the area, allow it to penetrate into the fabric (sometimes overnight). Rewash using the hottest water the garment will allow. If the yellowing is lighter, but still remains, apply 3% peroxide and hang it in the boiler room. This will take



care of the problem; although, it might take a couple applications.

(Shirt in picture was treated with Laundry TarGo and rewashed in hot water.)

Jeff Schwarz is Regional Vice President at A.L. Wilson Chemical Company and can be reached at jeffschwarz@alwilson.com.

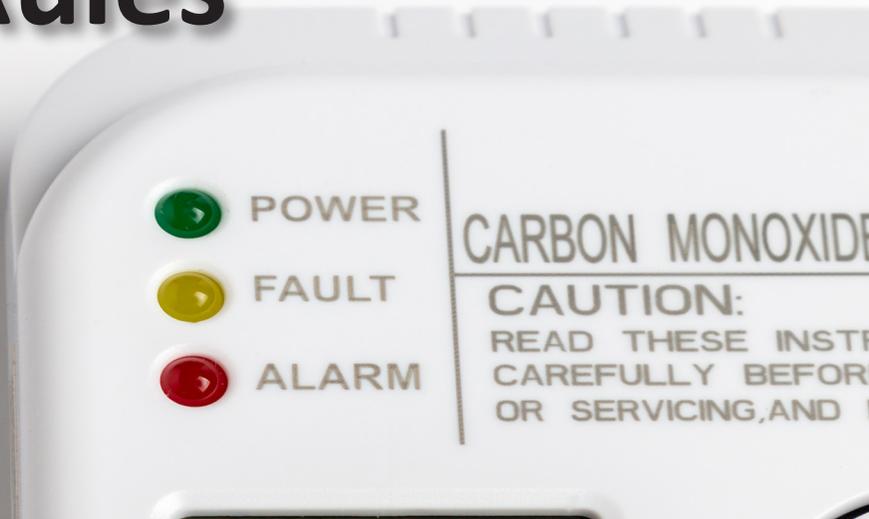


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Do you like the publicity A.L. Wilson is getting from this article? SDA allied members can submit educational articles for SDA publications at staff@sda-dryclean.com.

New Boiler Rules

By Robby D. Troutt
Chief Boiler Inspector
TDLR Boiler Program



At first glance, May 19, 2020 was like any other day in Austin, Texas. However, on this day, the Texas Commission of Licensing and Regulation (Commission) was scheduled to convene by teleconference at 10:00 a.m. with an agenda that included several topics for discussion, including some important items related to Texas boilers. One of those topics included a discussion for possible adoption of a revision to the Texas Boiler Administrative Rules — a change which would affect approximately 95% of all boilers to be installed across Texas moving forward.

A little background: The Commission is the policy-making body for the Texas Department of Licensing and Regulation (TDLR). The seven members are appointed by the Governor, with the approval of the Texas Senate. The commissioners have the sole authority to adopt rules for the Commission and TDLR, and are also responsible for setting fees, imposing sanctions and penalties, and assessing final orders related to occupations regulated by TDLR.

Following the scheduled discussion on May 19, the commissioners adopted the proposed rule change to Texas Boiler Administrative Rule §65.206, as recommended by TDLR.

This change specifically requires the installation of a carbon monoxide detector in all boiler rooms where one or more boilers are installed that have the capability of producing carbon monoxide (CO). Until the adoption of this rule, the Texas Boiler Administrative Rules were silent regarding carbon monoxide in all aspects.

The new rule states:

- (a) Each boiler room containing one or more boilers from which carbon monoxide can be produced shall be equipped with a carbon monoxide detector with a manual reset.
- (1) The carbon monoxide detector and boiler(s) shall be interlocked to disable the burners when the measured level of CO rises above 50 ppm.
 - (2) The carbon monoxide detector shall disable the burners upon loss of power to the detector.
 - (3) The carbon monoxide detector shall be calibrated in accordance with the manufacturer's recommendations or every eighteen months after installation of the detector. A record of calibration shall be posted at or near the boiler or be readily accessible to an inspector.
 - (4) The requirements in this subsection apply to boiler rooms in which new installations or reinstallations of one or more boilers are completed on or after September 1, 2020.

To better understand the requirements of this new rule, let's look at each section separately:

Section (a) lists the new overall requirement: a carbon monoxide detector equipped with a manual reset must be installed in all boiler rooms housing boilers capable of producing CO. This requirement includes all boilers that use CO producing fuel sources, such as natural gas, propane or wood. Boilers that use fuel sources such as electricity and solar power do not require installation of a carbon monoxide detector, as these fuel sources do not produce CO.

SDA Annual Membership & Board Meeting

March 6
9:00 - 11:00 am



virtual meeting - register at www.sda-dryclean.com

Section (a)(1) establishes the amount of CO in Parts Per Million (PPM) allowed in the boiler room before the carbon monoxide detector goes into alarm. Section (a)(2) requires the carbon monoxide detector to disable the burners of the boiler when the detector goes into alarm. Please note that this paragraph does not address how the detector is to be connected to the boiler. If the burners shut off when the detector goes into alarm at 50 PPM, compliance is obtained regardless of how the detector is electrically connected.

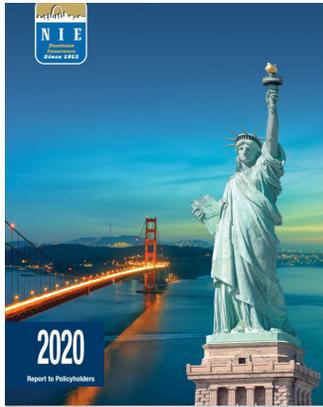
Section (a)(3) ensures the detector is calibrated as required by the detector's manufacturer. If the manufacturer does not set a periodicity in which to calibrate, the detector shall be calibrated every 18 months. This section also establishes that a record of calibration must be made available to the Boiler Inspector.

Section (a)(4) establishes that the new rule became a requirement for CO producing boilers on September

1, 2020. This date – more than three months following the adoption of the rule – gave TDLR time to make boiler owners and installers aware of the impending new requirements and provided owners with time to prepare and budget for the change.

Lastly, please note that the new rule does not address how or where in the boiler room the carbon monoxide detector is to be installed. The installation location for carbon monoxide detectors within a boiler room is established by the manufacturer of the carbon monoxide detector, not by rule.

In closing, it is my sincere hope that this article clears up any questions any readers might have regarding this new requirement. However, if there are more questions that we have not addressed, please feel free to reach out to me or the TDLR Boiler Program at 512-539-5716.



Created by Drycleaners for Drycleaners

The Story behind NIE

In the early 1900's no one would insure cleaners because the naphtha they used to clean clothes was susceptible to terrible explosions. So, in 1915, the National Association of Dyers and Cleaners (now known as DLI) formed the National Association of Dyers and Cleaners Inter-Insurance Exchange (NIE). That Inter-Insurance Exchange allowed its members to insure each other.

The Exchange is owned by its policyholders (most are in the fabricare industry). Policyholders elect an Advisory Committee of policyholders to help govern NIE and appoint an attorney-in-fact to manage the company. NIE has no stock and no stockholders. So, asking "who owns NIE?" is kind of like asking "who owns SDA?"

SDA's Relationship with NIE

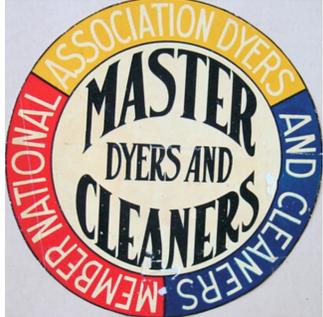
SDA has endorsed NIE as the exclusive property and casualty insurance program since 2001. As part of the agreement, SDA members receive a 6% premium credit on their insurance policies from NIE. In addition, SDA receives a percentage of the insurance premium on policies that SDA members buy from NIE. Contributions from NIE to the association total more than \$200,000 over a 20 year period.

Every member based organization is run by a dedicated President. With an MBA and CPA, NIE's President Bob Aikin started in the industry in the 1980s as a CPCU (Chartered Property & Casualty Underwriter), Financial Manager and Operations Manager serving multiple Midwest branch offices for a huge insurance company headquartered in New York City. Aikin joined NIE in 1991 as Executive Vice President and became NIE's President in 1994.

When asked what he enjoys most about the job, Aikin responded, "I love the challenge of running a business. It forces me to develop multiple skills. I get to make decisions involving personnel issues, financial issues, legal issues, technology issues, marketing issues, etc. It's been a wonderful job." Bob Aikin and his team can be reached at 800-325-9522.



NIE President Bob Aikin



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- Wednesday, February 17
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- Tuesday, February 23
Email Workshop with Harry Kimmel, DLI's Communications Director

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Local Laws Supersede Federal Laws

By Frank Kollman
Kollman & Saucier, P.A.

The pandemic has been a reminder that state and local laws matter. While federal law regulates many areas of labor and employment, state and local laws affect labor and employment as well. While state and local governments cannot regulate matters relating to unionization of workers, in all other areas, they can enact stricter laws than the familiar national ones.

For example, under the Fair Labor Standards Act, the federal government sets a minimum wage and overtime rules. States and local governments, however, can enact higher minimum wages and eliminate many of the exemptions in the FLSA. While national safety policy is set by OSHA, states can enact stricter laws on safety and health, such as masks in the workplace, fall protection on construction sites, and equipment guarding requirements.

States and local governments can expand the coverage of anti-discrimination laws to characteristics or conditions not covered by the Civil Rights Act of 1964, the Age Discrimination in Employment Act, and the Americans with Disabilities Act. In some local jurisdictions, it is illegal to ask questions about criminal convictions during interviews, discriminate on the basis of personal appearance, or refuse to grant leave that is not required under federal law.

There are many other examples, but it is fair to say that if the state or local law is more beneficial to the employee, it will supersede federal law and be enforceable by employees in that jurisdiction. Ironically, if the law is less favorable to employees, it is likely unenforceable.



I understand that SDA has members in Arkansas, Kansas, Louisiana, Mississippi, Missouri, New Mexico, Oklahoma and Texas. In fact, some members may operate in more than one state, and many members may operate in several cities or counties within those states. If you are relying on a good understanding of federal law to keep you out of trouble, you should know that your strategy is setting you up for failure.

Take advantage of the Internet to research any peculiar labor and employment laws in your jurisdiction. Most states have a Department of Labor with a website, most states have their Code online, law firms blog all the time on local laws, and almost every local government has a website with information on the laws it enforces. If you do not have a local labor and employment lawyer you can call, find one.

Local laws are important. Find out what they are.

Frank Kollman of Kollman & Saucier, P.A. is the DLI "Ask the Legal Expert." DLI/SDA members can enter the member's only section at www.dlionline.org to access this member benefit.



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