



Reusable Textiles

*The Responsible Choice —
Because the Future Is NOT Disposable*

*The American
Reusable
Textiles
Association*

Working to create
greater awareness,
appreciation and
acceptance for
reusable textiles —
the green alternative

NEW DATES! ARTA 2012 Education Conference set for April 3-5 at The Peabody in Memphis

The Focus of ARTA's Conference: Marketing Reusables in 2012 — How Clean is Clean, How to Sell Clients, and Control Losses After the Sale

SAVE the NEW DATES! ARTA listens to its members, and you let us know that April 3-5 were better dates for the 2012 Education Conference in Memphis. Therefore, we have shifted the dates back a day, which allows everyone to travel home on Thursday, April 5.

“We realized both Passover and Easter were the weekend following the conference, so we’ve moved our dates to make travel easier for attendees,” says ARTA President **Steve Tinker**.”

The focus for the conference is, “Marketing Reusables in 2012: How Clean is Clean, How to Sell Clients — and Control Stop Losses After the Sale.”

Conference Overview

ARTA's 2012 Education Conference is open to

members and nonmembers, as well as all sister associations. The conference kicks off Tuesday, April 3, with a “Welcome Reception” hosted by MIP and Encompass. The education program starts Wednesday, April 4, with sessions running all day, and includes a group lunch. Attendees can mingle and network at the “Sponsors Reception” that evening from 5:30 to 7:30 p.m. The program ends at noon on Thursday, April 5. A continental breakfast is included both days of the conference. For information on registration fees and sponsorship opportunities, see article on page 3.

The 2012 Education Program!

While the agenda and speakers are being finalized the two-day education program will include the following topics. *Continued on page 2.*

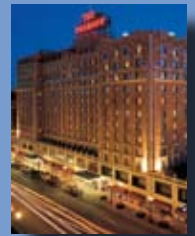
The Peabody Hotel Offers \$135 Room Rate, BUT... book early to secure!

We have secured a limited number of hotel rooms for the rate of \$135. These rooms are available on a first-come, first-served basis. We encourage you to make room reservations early!

ARTA Conference Hotel Information

- \$135 per night
- Call: 901/529-4000

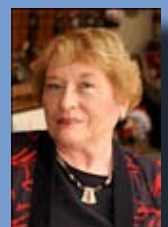
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Register Now
for Early-Bird
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of Riddle &
Associates
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ARTA publishes Reusable Textiles newsletter quarterly; its eNewsletter is published six times a year. ARTA annual dues are \$750; each member company receives six subscriptions. Additional subscriptions are \$20 each.

arta facts

Meet Your 2012 ARTA Board of Directors

ARTA seeks nominations for open board position

The American Reusable Textile Association (ARTA) has announced its 2012 Board of Directors and seeks nominations to fill one open position. If you are a member in good standing and interested in joining the board, contact Past President Don Pedder at dpedder@reinolinen.com.

ARTA officers for 2012 are: President **Steve Tinker**, 1st Vice President **Ed McCauley**, 2nd Vice President **Barb**

Fordyce, Treasurer **Brad Bushman**, Past President **Don Pedder** and Secretary **Nancy Jenkins**. ARTA's 2012 Directors include: **Bill Moyer**, **Mike Dineen**, **Brendan O'Neill**, **Scott Delin**, and Legislative Director **Howard Zins**. **Nancy Jenkins** is also editor and executive editor.

For more information on ARTA, contact Nancy Jenkins at njenkins@arta1.com.



ARTA's 2012 Board of Directors (top row, l to r) Ed McCauley, Brad Bushman, Steve Tinker, Mike Dineen, Brendan O'Neill, Don Pedder. (bottom row, l to r) Scott Delin, Howard Zins, Barb Fordyce, Bill Moyer. Now shown is Nancy Jenkins.

ARTA 2012 Education Conference Outline

Continued from page 1.

ARTA's two-day education program will include sessions on the following topics.

- Hotel Guest, Hospital Patient or Visitor: Is Your Health at Risk?
- Infection Prevention — A Clinical Perspective
- Infection Prevention 101: Best Practices for the Laundry
- Standards of Clean -- How Do We Measure It?
- Antimicrobial Finishes — Claims vs. Reality
- Interactive Session: Infection Prevention & You
- Update on Cotton and Textile

Market Trends

- Update on LCA Research: The Case for Reusables
- Thinking Outside the Box: Client Needs vs. Traditional Offerings
- Capturing the Healthcare Sale: Operators Share Strategies
- How to Stop Linen Losses and Retain Profitability
- Interactive Session: How to Develop Your Stop Loss Plan
- Roundtable/Operator Panel/Case Studies on Stop Loss Strategies

For more information on ARTA and its upcoming 2012 seminar, contact Executive Director Nancy Jenkins at njenkins@arta1.com.



Registration Fees Announced for April 3-5 Education Conference

Register early for special pricing. Discounts available for multiple registrations!

ARTA has announced registration fees for its 2012 Education Conference, April 3-5, in Memphis at The Peabody Hotel.

The focus for the conference is, "Marketing Reusables in 2012: How Clean is Clean, How to Sell Clients — and Control Losses After the Sale."

Multiple Registration Discounts Available

By popular request, ARTA is offering discounted pricing for the second and third registrations from a company. The third person discount applies to three or more attendees from one company.

How to Register

Go to www.arta1.com to register and pay online (2nd and 3rd attendee discounts not available online at this time) or download the registration form and mail your check to: ARTA, PO Box 1142, Mission, KS 66222.



ARTA 2012 Conference Registration Fees

MEMBER FEES

- **Early-Bird Member; Register by Feb. 23**
\$495; 2nd \$450; 3rd \$400
- **Member; Registration after Feb. 23**
\$595; 2nd \$550; 3rd \$500
 - Day One Only \$350 (early bird); \$425
 - Day Two Only \$150 (early bird); \$175

NON-MEMBER FEES

- **Early-Bird; Register by Feb. 23**
\$595; 2nd \$550; 3rd \$500
- **Non Member; After Feb. 23**
\$695; 2nd \$650; 3rd \$600
 - Day One Only \$450 (early bird); \$525
 - Day Two Only \$250 (early bird); \$275

OTHER

- **Student Registration** \$250
- **Spouse/Guest Fee** \$125
(includes lunch and reception on April 4)



2012 EDUCATION CONFERENCE SPONSORSHIP OPPORTUNITIES IN MEMPHIS

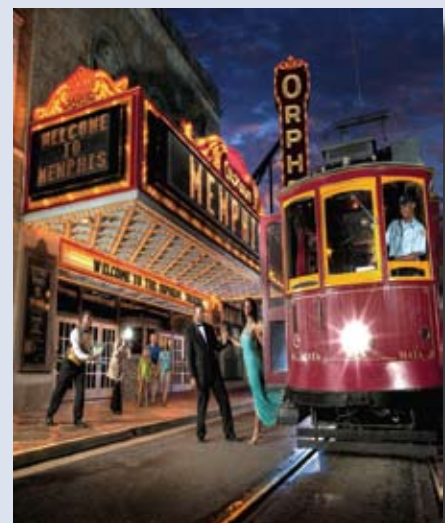
As ARTA sponsors, your support enables us to keep registration fees low for attendees. In 2012, ARTA is offering three sponsorship options: **Platinum, Gold and Tabletop**.

All Platinum and Gold sponsors automatically receive recognition as sponsors of the April 4 Reception. In addition, you receive recognition during the conference, on the ARTA website, and in all ARTA communications (*newsletter, newsletters and ads in American Laundry News and Laundry Today newspapers*).

Pricing for sponsorships is below. Purchase your sponsorship online (*additional transaction fee applies to online payments*) or download the Sponsor Form at www.arta1.com and send your check to: ARTA, PO Box 1142, Mission, KS 66222.

- **Platinum Sponsor** \$1,500
(includes one registration)
- **Gold Sponsor** \$1,000
- **Tabletop Sponsor** \$500
(includes skirted 6-foot table; electricity an additional \$25)

QUESTIONS? Contact Don Pedder at dpedder@reinolinen.com or Nancy Jenkins at njenkins@arta1.com.



Tour of UHS Offers View of New Finishing System

Unique Kannegiesser system improves finish quality of scrubs, garments and patient gowns at Indianapolis healthcare laundry cooperative

Founded as a cooperative in 1964, United Hospital Services (UHS) of Indianapolis, Ind., is among the largest cooperative laundries in the country. The plant measures 116,000-square-feet and has the ability to process more than 50 million pounds of laundry a year.

ARTA Vice President and UHS CEO **Edward McCauley** recently provided a tour of the facility to the ARTA Board of Directors prior to its Fall meeting. A highlight of the tour was the plant's new finishing system installed by Kannegiesser Germany and USA, Edwards Mechanical and Egenolf Rigging.

The UHS Backstory

"Our mission is to provide excellent quality linen for Indianapolis area hospitals while maintaining the highest standards in cost control, value engineering, delivery, and customer satisfaction," said McCauley. Five hospitals founded UHS, which was originally located in downtown Indianapolis. Over the years, UHS outgrew its urban location and built its current plant a few miles outside of town.

Building a new plant allowed the organization to modernize and install four continuous batch washers, an overhead rail system, water-softening system, air cooling in the plant, an on site maintenance shop, a large warehouse, plenty of parking, an air conditioned employee cafeteria and locker rooms.

In 2003, UHS began supplying mats and mops. In 2005, UHS converted to a for-profit LLC and now serves both non-profit and for-profit hospitals and clinics of all sizes.

The UHS New Finishing System

In 2010, UHS replaced its outdated scrub / garment steam-finishing system. The new system improves the quality of UHS garments and increases processing efficiency. Garments go from a wet-to-dry state through the system tunnel and end up wrinkle free.



"Detailed research went into the decision of which system to purchase and the design that would best serve customers," McCauley said. "The old system being replaced was outdated and the only operating garment system of its kind. Parts were no longer available and support was weak."

The finishing solution selected was Kannegiesser's new gas-fired finishing tunnel and four automated folders, which can process up to 20,000 pieces a day.

A large mezzanine was installed to house the new equipment without taking up excess floor space. Nine feed stations have been installed with touch-screen monitors that allow employees to properly



INSIDE UHS: (clockwise, l to r) UHS CEO Ed McCauley discusses plant operations with the ARTA Board of Directors during their tour.

Top left, this wide view from the UHS plant floor shows the mezzanine built to house the new finishing system for garments. By adding the mezzanine, UHS was able to create the space needed for the garment finishing equipment, without a costly ground floor expansion.

Above, a view of the garment sorting system on the mezzanine.

Top right, The new finishing system includes four automated folders, shown above. The system can finish up to 20,000 pieces a day.

identify items.

The sort system separates products by size and color, to aid in delivery requirements, and helps determine size availability by the hour. Each hospital's account requirements are automatically set to pull products in the desired order.

"We're very pleased with the new finishing system," McCauley adds. "It took a great deal of planning, but with the support of my team and suppliers, it's been a win-win undertaking. My clients are happy with the quality and our productivity has improved exponentially." 

Why trust your plant with a general contractor, when you can have the experience from a team who specializes in Healthcare Plant solutions!



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CINET Announces New International 'Wash and Load' Project

Fourteen European organizations in five countries are combining forces to undertake the "Wash and Load" Project, — an effort to improve and standardize the processing of personal protective equipment (PPE). The project officially kicked off in October with a meeting in Genoa, Italy. The Wash and Load Project will run for three years and has a budget of 1.8 million euros.

The project's goal is to develop innovative, comprehensive and cost efficient procedures for processing and

maintaining PPE. The results will benefit about 20,000 small- and medium-sized European entrepreneurs working in the PPE market.

An International Partnership

CINET is serving as an umbrella organization for the project and will coordinate activities of the 14 partner organizations, which include: Technological Knowledge Center Textile Care (TKT), the Netherlands; D'Appollonia, Italy; the University of Twente, the



Netherlands; Federation Textile Care Netherlands (FTN); Deutscher Textilreinigungsverband (DTV), Germany; Lavans, a member of FTN; IRIS-SW, Switzerland; Sächsisches Textilforschungsinstitut e.V, Germany; Verbandes der Nord-Ostdeutschen Textil-und Bekleidungsindustrie, Germany; TexClubTec, Italy; Varo SRL, Italy; Franz Schäfer Etiketten GmbH, Germany; and RF-iT Solutions GmbH, Austria.

For more information: cinet@cinet-online.net

National Restaurant Association Launches Supply Chain Management Executive Study Group

The National Restaurant Association has formed an Executive Study Group to address the complex issues surrounding supply chain management

Part of the Association's Executive Study Group conference series, the Supply Chain Management Group aims to facilitate dialog and best practice exchange on such issues as increasing commodity and wholesale food prices, sourcing of ingredients and materials, and traceability of products.

Food and beverage purchases alone by the restaurant industry are expected to exceed \$200 billion this year, underscoring the importance of addressing supply chain management.

ARTA's NEW MARKETING RESOURCES!

NO CHARGE TO DOWNLOAD

- **FACT SHEET** — This one-page fact sheet refutes claims made by disposables companies.
- **AORN STANDARDS SUMMARY** — ARTA has reviewed AORN's standards for 2011 and provides a brief summary of information important to operators.
- **ARTA VIRTUAL LIBRARY** — Log on to ARTA's website and check out the new online resources in ARTA's Virtual Library: www.arta1.com.

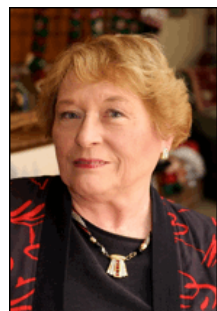
The group will address the full spectrum of the field, including purchasing, distribution, logistics, quality assurance, freight and inventory management, and provide perspective applicable to restaurant operations of all sizes.

The group's first conference will take place preceding the 2012 National Restaurant Association Restaurant, Hotel-Motel Show, planned for May 5-8 at Chicago's McCormick Place.

For more information on the National Restaurant Association's Executive Study Groups and to register online, visit www.restaurant.org/studygroups.

Ann Howell of Riddle & Associates to Retire

John Riddle of Riddle & Associates in Atlanta, management company for the Clean Show, has announced the retirement of long-time employee **Ann Howell** at the end of this year. Howell has served as communications manager at Riddle & Associates for 22 years.



Howell

While she is officially retiring, Howell will continue to help Riddle & Associates on a project basis. So we may see her at Clean 2013!

IAHTM Announces 2011 Board of Trustees



IAHTM 2011 Board of Trustees: (Left to right, back row) President Ed McCauley, Education Trustee Rocco Romeo, Treasurer Paul Seigel, Trustee Stephen Marois, Past President John Sealey, Trustee Mark Smoyer. (Left to right, front row) Trustee Renault Marier, Past President and Host Kathy Craig, Vice President Deborah Lark, Trustees Myles Noel and Cynthia Bonner. Not shown are Past President Chas Olin, U.S. Trustee Bill Carey and Executive Director Nancy Jenkins.

TRSA Opposes Attack on Shop Towels

The Textile Rental Services Association (TRSA) is opposing an attack on shop towels by TV personality **Mike Rowe**.


The association believes that many of the assertions made in Rowe's attack are distorted and not in the best interests of the American workforce. Shop towels perform an important function and offer a safe and reusable alternative to disposable wipers, which are environmentally unfriendly.

TRSA continues to review the various claims made in the Rowe presentations and the underlying research and seeks further input from members on how to conduct the most objective analysis of why shop towels are preferable to disposable industrial wipes. For more information: www.trsa.org.

ETSA Names Ritzer Chair of Board of Directors

Christina S. Ritzer of The Bardusch Group has been named Chair of the European Textile Rental Association (ETSA). The members of ETSA include 11 international textile service groups, 9 leading suppliers, and 13 national associations and research institutes.

In June 2011, the Bardusch Group took over chairmanship of the association and on Nov. 8 Ritzer, a partner of the Bardusch Group, assumed chairmanship of the ETSA Board of Directors.

Ritzer holds a degree in economics and will lead ETSA Board Meetings three times a year and preside over the ETSA conference every two years. Ms. Ritzer is married and mother of three children. 

coming up

Industry Events

2012 Events

March 9-12 — NAUMD Convention & Exposition, Rio Hotel & Casino, Las Vegas; 516/393-5838, rjlerman@naumd.com.

March 24-29 — AORN Annual Congress, Stein Eriksen Lodge, New Orleans, La.; www.aorncongress.org.

March 26-28 — TRSA Legislative & Leadership Conference, Gaylord National Resort National Harbor, Md.; www.trsa.org.

April 3-5 — ARTA 2012 Education Conference, The Peabody Hotel, Memphis, Tenn.; Nancy Jenkins, njenkins@arta1.com, 863/660-5350.

April 16-18 — IAHTM Spring Education Conference, Norfolk, Va.; Nancy Jenkins, njenkins@iahtm.com, 208/964-2923.

April 18-21 — TCATA Annual Meeting — Williamsburg Lodge, Williamsburg, Va.; info@tcata.org.

April 30-May 2 — CleanMed 2012, Colorado Convention Center and Hyatt Regency Hotel, Denver, Colo.; Peter Diamond, pdiamond@cleanmed.org, 617.524.6018.

May 5-8 — National Restaurant Association Show, McCormick Place, Chicago.; 312/853-2525, nraregistration@restaurant.org.

Get current with ARTA

If you would like to receive the ARTA eNewsletter via email, please update and include your email address in the ARTA database.

To update your contact information, go to www.arta1.com, click on “Members Only,” and then enter your member ID after clicking on “Update Member Info.” Once your company name appears, look for your name and click the “edit” button to access your information. You can then update your address, phone and email address.

OR, just send Nancy Jenkins an email at njenkins@arta1.com.

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