

TRSA Activities Report

2006 TRSA Events

Tech Summit

Date: March 21-23, 2006

Location: Pepperdine University, Malibu, CA

Program Summary: The Tech Summit is an event that features educational sessions, plant tours and operator-vendor interaction involving innovations in the textile services industry. The first Tech Summit – held in December, 2003 – focused specifically on information technologies. The second Summit – held in April, 2005 – was expanded to include discussions of all innovations in the industry – such as chemical systems, plant equipment, fabrics, etc. The third Summit is now in the planning stages and would be a partnership of TRSA's Technology and Plant Committees.

Spanish-Language Production Management Seminar

Date: March 29-30, 2006

Location: Dallas/Fort Worth

Program Summary: This first-time event evolved from the committee's determination that with the increase in the number of Spanish-speaking production managers in the industry a Spanish-language production seminar was needed. A program has been developed and speakers from Admiral Linen and Ecolab already have committed to teach sessions, which include:

1. A Different Culture, A Need for Change
2. Washroom and Fabric Technology
3. Safety is Management's Responsibility
4. Management Dos and Don'ts

TRSA/UTSA Production Management Institute

Date: March 31-April 6, 2006

Location: Texas Women's University

Program Summary: This will be the 16th year of PMI, the industry's leading production training institute. The program is reviewed annually to ensure that its curriculum is updated to meet the changing needs of the industry.

March on Washington

Date: May 15-17, 2006

Location: Washington Hilton

Program Summary: This first-time event resulted from discussions by TRSA's Long Range Planning Committee in early 2005. The LRP Committee felt it was important to engage the membership in the association's lobbying efforts in Washington, D.C. TRSA believes this is important to not only show legislators and regulators the industry's strength but to also help members see first-hand the association's work on Capitol Hill. The March will begin on Monday, May 15 with a general session and breakout sessions on legislative and regulatory issues. That afternoon, a TRSAPAC golf tournament fundraiser is being planned. On May 16th, we will begin with a Congressional speaker, likely Rep. J.D. Hayworth (R-AZ), and in the afternoon attendees would go off to the Hill for meetings with their members of Congress. On May 17th, there would be another breakfast meeting, this time with a high-ranking regulatory or agency official. ARTA has agreed to co-promote this event. There is no registration fee for this event.

UTSA/TRSA Maintenance Management Institute

Date: October, 2006

Location: University of Maryland

Program Summary: Like PMI, this program is reviewed annually to ensure that its curriculum is updated to meet the changing needs of the industry.

Healthcare Seminar

Date: November 9-10, 2006

Location: Las Vegas

Program Summary: The Healthcare Seminar will include a discussion of the new Healthcare Laundry Accreditation Council guidelines developed by TRSA this year. We also plan on discussing specific plant operations regarding healthcare.

Joint Committee Annual Meeting

TRSA will hold a Joint Committee/Annual Meeting in early August at a location and city to be determined in the next month.

TRSA Committees

The following are the list of TRSA committees, with names, phone numbers and e-mail addresses of the leadership. Also included here is the list of projects these committees are currently working on and their mission statements:

Associate Member Committee

Chairmen: Phil Wyse, Best:Artex, 800/851-8671, philw@artex-int.com; John Dobrez, Dober Group, 708/388-7700, jgdobrez@dober-group.com

Staff Liaison: Roger Cocivera

Mission: To make recommendations to the Board of Directors on how best to serve the needs of Associate Members and to advise the association on how Associate Members can provide services to members.

Projects: The Associate Member Committee does not conduct projects

Environmental Committee

Co-Chairmen: Wayne Lee, Leef Services, 612/381-3213, wlee@leefservices.com; P.J. Dempsey, Dempsey Uniform & Linen Supply Inc., 540/346-4668, pj.dempsey@dempseyuniform.com

Staff Liaison: Bob Schaffer

Mission: To provide service and assistance to members in the areas of environmental legislation, regulations and compliance.

Projects:

1. LaundryESP – 2004-5 survey
2. Shop Towels
3. Mass versus Concentration
4. Water and Energy Conservation/Reuse/Recycling
5. Environmentally-Friendly Washroom Chemicals
6. Air Emissions and Odor Complains from Local Municipalities
7. Working with Your POTW
8. Hex Chrom – Worker Exposure

Note: The TRSA and UTSA Environmental committees currently work closely on many of these issues.

Government Committee

Chairman: David Potack, Unitex Textile Rental Services, 914/840-3230, dpotack@unitextextile.com

Staff Liaison: Michael Wilson

Mission: To provide service and assistance to members in the areas of national legislation and regulation.

Projects:

1. March on Washington
2. Expand TRSAPAC Participation
3. Key Contact Network – program where members can sign up to help lobby their members of Congress on industry issues
4. VA Laundry Competitive Sourcing
5. Federal Prison Industries/Stopping Government Processing of Commercial Laundry Work
6. Business Meal Deductibility
7. Secret Ballot Protection Act
8. Estate Tax Repeal
9. Association Healthcare Plans
10. Shop Towels (w/Environmental Committee)
11. Federal Funding of POTWs (w/Environmental Committee)

Healthcare Committee

Chairman: George Dube, Economy Linen & Towel Service Inc. of Zanesville, 740/454-6888, gdube@economylinen.com

Staff Liaison: Bill Mann

Mission: To provide service and assistance to members in the areas of healthcare-related issues.

Projects:

1. Healthcare Seminar
2. Oxygen Bleach Study
3. Healthcare Laundry Accreditation

Human Resources Committee

Chairman: Lori Jesberger, Paris Companies, 814/375-9700, ljjesberger@parisco.com

Staff Liaison: Charles Tomlinson

Mission: To provide members with knowledge and assistance in the human relations field including training and retention, labor relations, state and federal legal and regulatory compliance, and benefits management.

Projects:

1. HR Training and Compliance DVD
2. OSHA Inspection Preparedness
3. OSHA Alliance Program
4. Educational Seminars at March on Washington
5. Educational Seminar at Tech Summit
6. Monthly HR Articles

Membership Committee

Chairman: Greg Jeltema, 616/459-6922, greg@vcl.com

Staff Liaison: George Ferencz

Mission: To make recommendations to the Board of Directors on membership policy, dues, membership retention and new-member solicitation.

Projects: The committee established a 2005 membership campaign, which is ongoing. The committee's work in preparing the association's dues structure was suspended upon the approval of the consolidation. The committee discussed ideas for a consolidated dues structure at its August, 2005 meeting.

Plant Committee

Chairman: Ron Sohn, Sohn Linen Service, 517/482-0631, RonSohn@SohnLinen.com

Staff Liaison: Bill Mann

Mission: To provide service and assistance to members in the areas of production, engineering, maintenance and technical development.

Projects:

1. Tech/Plant Summit 2006
2. Energy Study
3. Water Evaporation Credits
4. Effluent Flow Meters
5. Spanish-Language Training

Sales & Service Committee

Co-Chairs: John Shoemaker, General Linen Service, 313/873-5980, jshoemaker@general-linen.com; Georgia Ladlie, Sunshine Linen, 573/875-4750, sunshineline@centurytel.net

Staff Liaison: Roger Cocivera

Mission: To provide assistance to members in the areas of market analysis, new account sales, customer retention, and revenue growth, and delivery service management.

Projects:

1. Table Top Task Force
2. Selling Restroom Supplies on Route
3. DataStream Lite (w/Tech Committee)
4. Selling Against OPLs
5. Walk Off Mat Sales Program
6. Marketing Against Home Laundering of Garments

Strategic Management Committee

Chairman: Douglas Waldman, Superior Linen Service, 918/835-3777, doug@superlinen.com

Staff Liaison: George Ferencz

Mission: To provide support and information to members in the areas of finance, administration, and management strategies.

Projects:

1. Natural Gas Purchasing Program
2. Business Insurance Program
3. BottomLine \$ervices (affinity programs)
4. ProfitPoint – Profitability By Account
5. Strategic Analysis of the Industry
6. *Industry Performance Report*
7. *Accounting Manual for the Textile Rental Industry*
8. *Budgeting for Textile Rental Companies*
9. CEO Summit

Technology Committee

Chairman: Scott Bachrach, Unitex Textile Rental Services, 914/840-3230, scott@unitextextile.com

Staff Liaison: George Ferencz

Mission: To query and raise awareness in the industry of innovative and information technologies and provide education of the strategic use of those technologies; to bring customers, operators and suppliers together and steer all toward industry integration.

Projects:

1. Tech Summit 2006
2. DataStream Lite Vendor Catalog
3. Laser Thread/Ink Thread Technology
4. Enterprise Systems for Multi-Plant Companies
5. Share Point Services

6. RFID in Linen and Garments
7. Continuous Throughput Technologies
8. Information Management from Multiple Systems
9. e-Services
10. Magazine Articles