

GEORGIA INSTITUTE OF TECHNOLOGY
OFFICE OF CONTRACT ADMINISTRATION
SPONSORED PROJECT INITIATION

Date: 2/18/81

Project Title: Market Research on Industrial Laundries

Project No: A-2863

Project Director: ~~Nick Gibson~~

Sponsor: Southern Solar Energy Center

Agreement Period: From 2/10/81 Until 5/10/81

Type Agreement: Subcontract No. SC-0124

Amount: \$11,851 (Fixed Price)

Reports Required: Periodic Reports (2); Final Report

Sponsor Contact Person (s):

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61 Perimeter Park
Atlanta, GA 30341
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Defense Priority Rating: N/A

Assigned to: EDL/ARD

(School/Laboratory)

COPIES TO:

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School/Laboratory Director
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EES Information Office
EES Reports & Procedures
Project File (OCA)
Project Code (GTRI)
Other Project Code (OCA)



SPONSORED PROJECT TERMINATION SHEETDate 9/11/81

Project Title: Market Research on Industrial Laundries

Project No: A-2863

Project Director: Nick Gibson

Sponsor: Southern Solar Energy Center

Effective Termination Date: 8/1/81Clearance of Accounting Charges: 8/1/81

Grant/Contract Closeout Actions Remaining:

- ☒ Final Invoice and Closing Documents
- ☐ Final Fiscal Report
- ☐ Final Report of Inventions
- ☐ Govt. Property Inventory & Related Certificate
- ☐ Classified Material Certificate
- ☐ Other _____

(Fixed Price)

Assigned to: EDL/ARD (~~School~~/Laboratory)COPIES TO:

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Reports Coordinator (OCA)
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Library

EES Public Relations (2)
Computer Input
Project File
Other _____

PERIODIC REPORT 1

MARKET RESEARCH ON INDUSTRIAL LAUNDRIES

Prepared for
Southern Solar Energy Center
Atlanta, Georgia
Under Subcontract
SC-0124

Prepared by

Economic Development Laboratory
Engineering Experiment Station
Georgia Institute of Technology
Atlanta, Georgia 30332

March 31, 1981

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PERIOD REPORT 1

MARKET RESEARCH ON INDUSTRIAL LAUNDRIES

TASK 1 FINDINGS

Identification of the largest industrial laundries within each state in the SSEC region was made via consultation with the industry sources and examination of various business directories and trade association membership rosters. Respondents identified within these firms were generally Presidents or Vice-Presidents; available sales figures were obtained from Dun & Bradstreet's Million Dollar Directory. (Sales information for individual firms was considered highly proprietary and thus was not revealed by industry sources). A listing of the largest industrial laundries in each state in the SSEC region follows in the Appendix.

Examination of trade association membership rosters as well as conversations with industry sources provided significant insight into the organizational structure of the industrial laundry business in the Sunbelt. The industry is comprised of firms belonging to a chain operation (representing approximately 60% of the firms in the region) and independent firms (representing 40% of the firms in the region). Recent market trends indicate a shift toward more chain operations at the expense of the smaller, independent operators. Industry statistics indicate that a relatively small percentage (39%) of laundries in the United States account for almost 80% of total sales, thus lending credence to the perception that the smaller (and most likely) independent firms contribute in a limited manner to total industry sales. These statistics are summarized in Table 1.

TABLE 1

DISTRIBUTION OF RECEIPTS BY ESTABLISHMENT SIZE

	<u>NUMBER OF INDUSTRIAL LAUNDRIES</u>	<u>% OF TOTAL</u>	<u>RECEIPTS (IN THOUSANDS)</u>	<u>% OF TOTAL</u>
Total Establishments	1,054	100	\$1,147,277	100
Establishments Operated	1,004	95.3	\$1,144,525	97.1
Entire Year - With Annual Receipts Of				
\$1,000,000 or more	388	38.6	\$ 871,398	78.3
\$500,000-\$999,999	217	21.6	\$ 161,867	14.5
\$300,000-\$499,999	105	10.5	\$ 41,682	3.7
\$100,000-\$299,999	166	16.5	\$ 32,982	2.9
\$50,000-\$99,999	63	6.3	\$ 4,608	0.4
\$49,999 or below	65	6.5	\$ 1,988	0.2

Source: U. S. Department of Commerce, 1977.

The primary organizations in the industrial laundry business are the Textile Rental Services Association and the Institute of Industrial Launderers. The Southeastern Textile Rental Association is a smaller organization (similar to TRSA) but comprised of Southeastern laundries. Information on these organizations is summarized in Table 2.

TABLE 2

MAJOR TRADE ASSOCIATIONS

<u>NAME</u>	<u>ADDRESS</u>	<u>CONTACT/PHONE #</u>
Institute of Industrial Launderers	1730 M St., N.W. Suite 613 Washington, D. C. 20036	Bernard Ehrlich Association Manager 202-296-6744
Textile Rental Services Association of America	1250 E. Hallandale Beach Boulevard Hallandale, Fla. 33009	John J. Contrey Executive Director 305-457-7558
Southeastern Textile Rental Association	P. O. Box 2488 Pensacola, Fla. 32503	Harold Marcus Executive Secretary 904-477-7843

The major trade publications in this market are sponsored by TRSA and IIL; while other publications could be mentioned which might impact this market in a limited fashion, industry sources stated that the association sponsored publications are considered the key sources of information for industrial laundries. Data on these publications are summarized in Table 3.

TABLE 3

MAJOR TRADE PUBLICATIONS

<u>NAME</u>	<u>ADDRESS</u>	<u>CIRCULATION</u>	<u>SUBSCRIPTIONS</u>
Industrial Launderer	Institute of Industrial Launderers 1730 M. Street, N. W. Suite 613 Washington, D.C. 20036 David Ritchey, Editor Bernard Ehrlich, Publisher	2,500	2,500
Textile Rental	Textile Rental Services Association of America P. O. Box 1283 Hallandale, Fla. 33009 Charlotte Caffrey, Editor	5,800	5,700

APPENDIX A

LARGEST INDUSTRIAL LAUNDRIES WITHIN THE SSEC REGION

ALABAMA

1. Capitol Linen Supply Co.
1001 Madison Avenue
Montgomery, Alabama 36104
Contact: Marty Taylor
205-264-3418
(Independent)
2. Chin Industries
361 St. Louis Street
Mobile, Alabama 36602
Contact: Richard Chin
205-432-4474
(Independent)
3. National Linen Service*
510 S. 17th Street
P. O. Box 2712
Birmingham, Alabama 35202
Contact: Charles Jones
205-933-7521
(Chain)
4. Clean Rental Services, Inc.
Unitog Co. Div.
501 S. 24th Street
Birmingham, Alabama 35233
Contact: David Baber
205-328-3533
(Chain)

ARKANSAS

1. Industrial Uniform
& Towel Supply Inc.
700 East Randall Rd.
Springdale, Ark. 72764
Contact: Carl Holt
501-751-7934
2. Industrial Towel
& Uniform Supply
1901 Woodrow
Little Rock, Ark.
501-666-5456

DELAWARE

1. Standard Linen Service
97 Vandever Avenue
Wilmington, Del. 19802
Contact: Steven Maslow
302-654-9956
2. Selbyville Cleaners, Inc.
Hoosier Street
Selbyville, Del. 19975
Contact: Jeff Wilgus
302-436-5585
Sales \$700,000
(Independent)

DISTRICT OF COLUMBIA

1. Palace Laundry, Inc.
(Linens of the Week)
713 Lamont Street, N. W.
Washington, D. C. 20010
Contact: Robert L. Viner
202-291-9200
Sales: \$8,000,000
2. Sterling Textile Services
5909 Blair Rd., N. W.
Washington, D. C. 20011
Contact: E. R. Jacobsen, Jr.
202-723-9535
(Independent)

*Correspondence with National Linen Service should be directed to: Mr. Roger Simpson, Vice President-Technical Services, National Linen Service, 1180 Peachtree St., NE, Atlanta, Georgia 30309. Phone: 404-892-7344.

FLORIDA

1. American Service Corporation
(American Uniform Rental
Service Division)
2160 N.W. 1st Court
P. O. Box 370548
Miami, Florida 33127
Contact: Bernard Herskowitz
305-573-0200
(Big plants in Orlando
and Tampa)
(Chain)
2. Neway Uniform & Towel Supply
of Florida, Inc.
Aratex Services, Inc. Div.
160 Ali Baba Avenue
Opa-Locka, Fla. 33054
Contact: Jay Goldberg
305-681-3521
(Chain)
3. National Linen Service
354 Park St., P.O. Box 41149
Jacksonville, Fla. 32203
Contact: D. W. Locklier
904-354-6675
(Chain)

GEORGIA

1. Atlanta Linen Service
(National Linen Service
Plant)
525 Glen Iris Drive, N.E.
P. O. Box 1880
Atlanta, Ga. 30301
Contact: Paul Hyman
404-522-7335
(Chain)
2. Silco, Inc.
Aratex Svce., Inc. Div.
401 Glen Iris Drive, N.E.
Atlanta, Ga. 30308
Contact: Pat Lane
404-521-2454
(Chain)

KENTUCKY

1. Sani Clean Services
705 Pennel Street
Henderson, Ky. 42420
Contact: Dale Sights, Jon Sights
502-827-3537
Sales: \$5,000,000
(Independent)
2. Spalding's Services, Ltd.
836 S. 12th Street
P. O. Box 11039
Louisville, Ky. 40211
Contact: Ambrose Etherton, Ray Hall
502-584-6161
(Independent)

LOUISIANA

1. Associated Rental Service, Inc.
1360 Hollywood Avenue
P. O. Box 8829
Shreveport, La. 71108
Contact: Gené Thoma
318-865-3517
Sales: \$4,000,000
2. Red Stick Linen & Custom
Apparel Service
205 North 19th
P. O. Box 3677
Baton Rouge, La. 70821
Contact: John Kean
504-383-5267
(Independent)
3. National Linen Service
3831 Louisa St.
P. O. Box 52616
New Orleans, La. 70152
Contact: Monroe Golden
504-947-0657
(Chain)

MARYLAND

1. Textilease Corp.
10733 Tucker St.
Beltsville, Md. 20705
Contact: David Graf
301-937-4555
Sales: \$17,000,000
(Plants in Maryland, N. C., S.C.)
(Chain)
2. Industrial Towel Supply
136 Lafayette Avenue
Laurel, Md. 20810
Contact: Frank Moynihan
301-725-9500
Sales: \$3,000,000
3. Ace Uniform Services
1800 Parkman Ave.
Baltimore, MD. 21230
Contact: Joel Finkelstein
301-525-1616
Sales: \$2,000,000
4. Fish Rental Services
2565 Pennsylvania Ave.
Baltimore, MD. 21217
Contact: Walter Kleinman
301-523-2200
(Independent)
5. Rentex Services Corporation
6101 Sheriff Road
Landover, Md. 20027
Contact: Al Keywood
301-925-8800
(Chain)

MISSISSIPPI

1. Crescent Industries, Inc.
735 N. Farish St., P.O. Box 218
Jackson, Mississippi 39205
Contact: William Phelps
601-948-5641
Sales: \$3,000,000
(Independent)
2. National Linen Service
280 Industrial Blvd., P.O. Box 1085
Jackson, Miss. 39205
Contact: Pat Jones
601-948-3453
(Chain)

NORTH CAROLINA

1. Rental Towel & Uniform Ser., Inc.
P. O. Drawer 960
Graham, North Carolina 27253
Contact: Larry Waggoner
919-228-0531
2. Raleigh Linen Service, Inc.
3301 Hillsborough St.
Raleigh, N. C. 27602
Contact: Robert Evans, Jr.
919-828-7491
(Independent)
3. Textilease Corporation
Rocky Mount Division
821 S. Church Street
Rocky Mount, N.C. 27802
Contact: Larry Cederburg
919-977-2511
(Chain)
4. Textilease Corporation
Wilmington Division
1821 Dawson Street
Wilmington, N. C. 28403
Contact: John Jones
919-763-0184
(Chain)

OKLAHOMA

1. Clean Services, Inc.
730 South 9th
Enid, Okla. 73701
Contact: Joe Booze
405-234-8101
Sales: \$2,000,000
2. ABC Services, Inc.
1422 N. Utica
Tulsa, Okla. 74110
Contact: Everett Williams
918-587-1116
Sales: \$3,000,000
3. NuWay Towel & Linen Service
701 N. Western
Oklahoma City, Okla. 73106
Contact: Pat Denham
405-232-8111
4. Industrial Uniform & Towel Supply, Inc.
6960 E. 12th Street
P. O. Box 15798
Tulsa, Okla. 74112
Contact: Gilbert Waldman
918-835-8477

SOUTH CAROLINA

1. Rental Uniform Services
277 N. Pleasantburg Dr.
Greenville, S. C. 29602
Contact: Donald Waggoner
803-242-5946
Sales: \$6,000,000
2. Silco, Inc.
Div. of Aratex Services, Inc.
4317 Darley Avenue
Charleston, S. C. 29411
Contact: Wyatt Bryant
803-747-0484 (Chain)
3. Textilease Corporation
Sumter Division
60 South Shaw Street
Sumter, S. C. 29150
Contact: Jim Schupp
803-775-7396
(Chain)

TENNESSEE

1. Cavalier Industries, Inc.
95 White Bridge Road
Nashville, Tenn. 37205
Contact: Joe Barr
615-352-3211
Sales: \$18,000,000
(Chain)
2. Rental Uniform Service
Kingsport, Tennessee
Contact: Kyle Browder
615-247-4101
3. National Linen Service
3101 Charlotte Avenue
P. O. Box 22447
Nashville, Tenn. 37202
Contact: Frank Febro
615-298-5557
(Chain)

TEXAS

1. Texas Industrial Services, Inc.
3047 E. Commerce St.
P. O. Box 20127
San Antonio, Tx. 78220
Contact: G. M. Smothers, Jr.
512-222-8695
Sales: \$31,000,000
(Chain)

TEXAS, Continued

2. Dickies Industrial Services, Inc.
509 W. Vickery Blvd.
P. O. Box 91
Ft. Worth, Texas 76101
Contact: James Mason
817-336-7941
Sales: \$28,000,000
(Chain)
3. Sun Belt Linens
(Subsidiary of American Linen Supply Co.)
315 E. Third
Amarillo, Texas
Contact: Robin Steiner
806-376-8251
Sales: \$9,000,000
(Chain)

VIRGINIA

1. Omni Services, Inc.
200 Lovers Lane
Culpepper, Va. 22701
Contact: Norman Martin
703-825-6800
Sales: \$20,000,000

or

Rental Uniform Service
of Culpepper, Inc.
P. O. Box 818
Culpepper, Va. 22701
Contact: T. Y. Martin
703-825-2300
2. Virginia Linen Service, Inc.
P. O. Box 869
Petersburg, Va. 23803
Contact: Donald Struminger
804-732-3315
3. Tidewater Linen Service
5616 Shell Road
P. O. Box 10035
Norfolk, Va. 23455
Contact: Fred Clark
804-460-1681

WEST VIRGINIA

1. Wheeling Linen Service
328 Hazlett Avenue
P. O. Box 270
Wheeling, W. Va. 26003
Contact: O. Lee Danford
304-377-3222
2. Sanitary Linen Service, Inc.
2510 Ohio Avenue
P. O. Box 343
Parkersburg, W. Va. 26101
Contact: George Hartleben
304-485-5407

PUERTO RICO

1. Cadillac Uniform & Linen
Supply, Inc.
Urb. Ind. Minillis
Bayamon
809-788-0400
809-785-5757
2. Edis Industrial Laundry
#16B Ind. Center
Savana Abajo
Carolina
809-769-6262
3. American Industrial Laundry, Inc.
Santurce
809-725-5191
4. Royal Ind. Laundry
2260 Rexach Avenida
Santurce
809-727-0917

VIRGIN ISLANDS

1. Island Laundry & Dry Cleaners
Sub Base
St. Thomas
809-774-4567

APPENDIX B

SURVEY FORM

Company name: _____

Address: _____

I. Energy used to heat water in your plant:

	<u>Type of energy</u>	<u>Average cost</u>	<u>Annual fuel consumption</u>
()	Natural gas	\$ per therm	therms
()	Electricity	\$ per kwh	kwh
()	Oil	\$ per gallon	gallons

II. Information on hot water load profile:

A. On average, what is the temperature of the hot water used? _____ °F.

B. Daily operating hours: _____ 8 hours; _____ 16 hours; _____ 24 hours; _____ hrs.

C. What is the volume of hot water used in a typical day? _____ gallons.

D. Indicate the peak hours during the day for hot water:

	<u>AM</u>	<u>PM</u>
12:00-1:00	_____	_____
1:00-2:00	_____	_____
2:00-3:00	_____	_____
3:00-4:00	_____	_____
4:00-5:00	_____	_____
5:00-6:00	_____	_____
6:00-7:00	_____	_____
7:00-8:00	_____	_____
8:00-9:00	_____	_____
9:00-10:00	_____	_____
10:00-11:00	_____	_____
11:00-12:00	_____	_____

E. In a typical day what is the total (hot and cold) volume of water used? _____ gallons.

III. Water heating systems used in your plant:

() Instantaneous boilers

() Continuous heating with storage tanks

() _____

() _____

IV. Building description:

A. Is your building....

() Owned?

() Rented?

() Leased?

B. Total square feet in plant _____.

C. Number of stories _____.

D. Building structure (masonry, frame, etc.) _____.

V. Business cycle in a year.

Please indicate the percentage of your total annual business volume by month (the sum of the months' percentages should equal 100.0%.)

January _____	July _____
February _____	August _____
March _____	September _____
April _____	October _____
May _____	November _____
June _____	December _____

VI. Is your plant primarily a light soil or heavy soil plant? _____

Average pounds of dry laundry processed per gallon of water: _____

Thank you for your cooperation.

FINAL REPORT

MARKET RESEARCH ON INDUSTRIAL LAUNDRIES

Prepared for
SOUTHERN SOLAR ENERGY CENTER
Atlanta, Georgia
Under Subcontract
SC-0124

Prepared by

Economic Development Laboratory
Engineering Experiment Station
GEORGIA INSTITUTE OF TECHNOLOGY
Atlanta, Georgia 30332

August 1981

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MARKET RESEARCH ON INDUSTRIAL LAUNDRIES

TASK 1 FINDINGS

Identification of the largest industrial laundries within each state in the SSEC region was made via consultation with the industry sources and examination of various business directories and trade association membership rosters. Respondents identified within these firms were generally Presidents or Vice-Presidents; available sales figures were obtained from Dun & Bradstreet's Million Dollar Directory. (Sales information for individual firms was considered highly proprietary and thus was not revealed by industry sources.) A listing of the largest industrial laundries in each state in the SSEC region follows in the Appendix.

Examination of trade association membership rosters as well as conversations with industry sources provided significant insight into the organizational structure of the industrial laundry business in the Sunbelt. The industry is comprised of firms belonging to a chain operation (representing approximately 60% of the firms in the region) and independent firms (representing 40% of the firms in the region). Recent market trends indicate a shift toward more chain operations at the expense of the smaller, independent operators. Industry statistics indicate that a relatively small percentage (39%) of laundries in the United States account for almost 80% of total sales, thus lending credence to the perception that the smaller (and most likely) independent firms contribute in a limited manner to total industry sales. These statistics are summarized in Table 1.

TABLE 1
DISTRIBUTION OF RECEIPTS BY ESTABLISHMENT SIZE

	<u>NUMBER OF INDUSTRIAL LAUNDRIES</u>	<u>% OF TOTAL</u>	<u>RECEIPTS (IN THOUSANDS)</u>	<u>% OF TOTAL</u>
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Establishments Operated	1,004	95.3	\$1,144,525	97.1
Entire Year - With Annual Receipts Of.....				
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49,999 or below	65	6.5	\$ 1,988	0.2

Source: U.S. Department of Commerce, 1977

The primary organizations in the industrial laundry business are the Textile Rental Services Association and the Institute of Industrial Launderers. The Southeastern Textile Rental Association is a smaller organization (similar to TRSA) but comprised of Southeastern laundries. Information on these organizations is summarized in Table 2.

TABLE 2

MAJOR TRADE ASSOCIATIONS

<u>NAME</u>	<u>ADDRESS</u>	<u>CONTACT/PHONE</u>
Institute of Industrial Launderers	1730 M St., N.W. Suite 613 Washington, D.C. 20036	Bernard Erlich Association Manager 202-296-6744
Textile Rental Services Association of America	1250 E. Hallandale Beach Boulevard Hallandale, Fla. 33009	John J. Contrey Executive Director 305-457-7558
Southeastern Textile Rental Association	P. O. Box 2488 Pensacola, Fla. 32503	Harold Marcus Executive Secretary 904-477-7843
International Fabricare Institute	Doris & Chicago Streets Joliet, Illinois 60433	
International Fabricare Institute (Branch)	12251 Tech Road Silver Spring, Md. 20904	301-622-1900
Laundry & Cleaners Allied Trades Association	543 Valley Road Upper Montclair, N.J. 07043	201-744-0090
National Association of Institutional Laundry Managers	781 Twin Oaks Chulavista, Calif. 92010	714-426-6651

The major trade publications in this market are sponsored by TSRA and IIL; while other publications could be mentioned which might impact this market in a limited fashion, industry sources stated that the association sponsored publications are considered the key sources of information for industrial laundries. Data on these publications are summarized in Table 3.

TABLE 3

MAJOR TRADE PUBLICATIONS

<u>NAME</u>	<u>ADDRESS</u>	<u>CIRCULATION</u>	<u>SUBSCRIPTIONS</u>
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Textile Rental	Textile Rental Services Association of America P. O. Box 1283 Hallandale, Fla. 33009 Charlotte Caffrey, Editor	5,800	5,700
American Laundry Digest	American Trade Magazine, Inc. 500 North Dearborn St. Chicago, Ill. 60610 312-337-7700 (\$15.00/year)	15,200	15,200
Laundry News	Mill Hollow Corporation 156 East 52nd St. New York, N.Y. 10022 212-935-2980 (\$12.00/year)	14,000	-

MARKET RESEARCH ON INDUSTRIAL LAUNDRIES

TASK 2 FINDINGS

The operational characteristics of 19 large industrial laundries in the SSEC region have been determined.

The operational characteristics are as follows:

1. The type of energy used to heat hot water and the commercial cost of the fuel.
2. Temperature of hot water used and a load profile showing total volume and use rate.
3. Type of water heating system.
4. Building type
 - a. Rented, leased, or owned
 - b. Square footage and number of stories
5. Daily hours of operation and time of peak activity.
6. Business cycle.

Requests by mail and telephone follow-up was used to obtain the operational data.

The data was reviewed, converted into consistent units of measure and obvious discrepancies questioned and corrected.

The operational data is presented in Appendix C.

APPENDIX A

LARGEST INDUSTRIAL LAUNDRIES

WITHIN THE SSEC REGION

APPENDIX A

LARGEST INDUSTRIAL LAUNDRIES WITHIN THE SSEC REGION

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1. Capitol Linen Supply Co.
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Contact: Richard Chin
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Birmingham, Alabama 35202
Contact: Charles Jones
205-933-7521
(Chain)
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Unitog Co., Div.
501 S. 24th Street
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Contact: David Baber
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Springdale, Ark. 72764
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501-751-7934
2. Industrial Towel
& Uniform Supply
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Little Rock, Ark.
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DELAWARE

1. Standard Linen Service
97 Vandever Avenue
Wilmington, Del. 19802
Contact: Steven Maslow
302-654-9956
2. Selbyville Cleaners, Inc.
Hoosier Street
Selbyville, Del. 19975
Contact: Jeff Wilgus
302-436-5585
Sales \$700,000
(Independent)

DISTRICT OF COLUMBIA

1. Palace Laundry, Inc.
(Linens of the Week)
713 Lamont Street, N.W.
Washington, D.C. 20010
Contact: Robert L. Viner
202-291-9200
Sales: \$8,000,000
2. Sterline Textile Services
5909 Blair Rd., N.W.
Washington, D.C. 20011
Contact: E.R. Jacobsen, Jr.
202-723-9535
(Independent)

*Correspondence with National Linen Service should be directed to: Mr. Roger Simpson, Vice President-Technical Service, National Linen Service, 1180 Peachtree St., NE, Atlanta, Georgia 30309. Phone: 404-892-7344.

FLORIDA

1. American Service Corporation
(American Uniform Rental
Service Division)
2160 N.W. 1st Court
P. O. Box 370548
Miami, Florida 33127
Contact: Bernard Herskowitz
305-573-0200
(Big plants in Orlando and Tampa)
(Chain)
2. Neway Uniform & Towel Supply
of Florida, Inc.
Aratex Services, Inc. Div.
160 Ali Baba Avenue
Opa-Locka, Florida 33054
Contact: Jay Goldberg
305-681-3521
(Chain)
3. National Linen Service
354 Park Street, P. O. Box 41149
Jacksonville, Fla. 32203
Contact: D.W. Locklier
904-354-6675
(Chain)

GEORGIA

1. Atlanta Linen Service
(National Linen Service
Plant)
525 Glen Iris Drive, N.E.
P. O. Box 1880
Atlanta, Ga. 30301
Contact: Paul Hyman
404-522-7335
(Chain)
2. Silco, Inc.
Aratex Service, Inc. Div.
401 Glen Iris Drive, N.E.
Atlanta, Ga. 30308
Contact: Pat Lane
404-521-2454
(Chain)

KENTUCKY

1. Sani Clean Services
705 Pennel Street
Henderson, Ky. 42420
Contact: Dale Sights, Jon Sights
502-827-3537
Sales: \$5,000,000
(Independent)
2. Spalding's Services, Ltd.
836 S. 12th Street
P. O. Box 11039
Louisville, Ky. 40211
Contact: Ambrose Etherton, Ray Hall
502-584-6161
(Independent)

LOUISIANA

1. Associated Rental Service, Inc.
1360 Hollywood Avenue
P. O. Box 8829
Shreveport, La. 71108
Contact: Gene Thoma
318-865-3517
Sales: \$4,000,000
2. Red Stick Linen & Custom
Apparel Service
205 North 19th
P. O. Box 3677
Baton Rouge, La. 70821
Contact: John Kean
504-383-5267
(Independent)
3. National Linen Service
3831 Louisa St.
P. O. Box 52616
New Orleans, La. 70152
Contact: Monroe Golden
504-947-0657
(Chain)

MARYLAND

1. Textilease Corporation
10733 Tucker Street
Beltsville, Md. 20705
Contact: David Graf
301-937-4555
Sales: \$17,000,000
(Headquarters - No plant)
(Plants in N.C., S.C.)
(Chain)
2. Industrial Towel Supply
136 Lafayette Avenue
Laurel, Md. 20810
Contact: Frank Moynihan
301-725-9500
Sales: \$3,000,000
3. Ace Uniform Services
1800 Parkman Avenue
Baltimore, Md. 21230
Contact: Joel Finkelstein
301-525-1616
Sales: \$2,000,000
4. Fish Rental Services
2565 Pennsylvania Ave.
Baltimore, Md. 21217
Contact: Walter Kleinman
301-523-2200
(Independent)
5. Rentex Services Corporation
6101 Sheriff Road
Landover, Md. 20027
Contact: Al Keywood
301-925-8800
(Chain)

MISSISSIPPI

1. Crescent Industries Inc.
735 N. Farish St., P. O. Box 218
Jackson, Mississippi 39205
Contact: William Phelps
601-948-5641
Sales: \$3,000,000
(Independent)
2. National Linen Service
280 Industrial Blvd., P.O. Box 1085
Jackson, Miss. 39205
Contact: Pat Jones
601-948-3453
(Chain)

NORTH CAROLINA

1. Rental Towel & Uniform Ser., Inc.
P. O. Drawer 960
Graham, North Carolina 27253
Contact: Larry Waggoner
919-228-0531
2. Raleigh Linen Service, Inc.
3301 Hillsborough St.
Raleigh, N.C. 27602
Contact: Robert Evans, Jr.
919-828-7491
(Independent)
3. Textilease Corporation
Rocky Mount Division
821 S. Church Street
Rocky Mount, N.C. 27802
Contact: Larry Cederburg
919-977-2511
(Chain)
4. Textilease Corporation
Wilmington Division
1821 Dawson Street
Wilmington, N.C. 28403
919-763-0184
(Chain)

OKLAHOMA

1. Clean Services, Inc.
730 South 9th
Enid, Okla. 73701
Contact: Joe Booze
405-234-8101
Sales: \$2,000,000
2. ABC Services, Inc.
1422 N. Utica
Tulsa, Okla. 74110
Contact: Everett Williams
918-587-1116
Sales: \$3,000,000
3. NuWay Towel & Linen Service
701 N. Western
Oklahoma City, Okla. 73106
Contact: Pat Denham
405-232-8111
4. Industrial Uniform & Towel Supply, Inc.
6960 E. 12th Street
P. O. Box 15798
Tulsa, Oklahoma 74112
Contact: Gilbert Waldman
918-835-8477

SOUTH CAROLINA

1. Rental Uniform Services
277 N. Pleasantburg Dr.
Greenville, S.C. 29602
Contact: Donald Waggoner
803-242-5946
Sales: \$6,000,000
2. Silco, Inc.
Div. of Aratex Services, Inc.
4317 Darley Ave.
Charleston, S.C. 29411
Contact: Wyatt Bryant
803-747-0484 (Chain)

TENNESSEE

1. Cavalier Industries, Inc.
95 White Bridge Road
Nashville, Tenn. 37205
Contact: Joe Barr
615-352-3211
Sales: \$18,000,000
2. Rental Uniform Service
Kingsport, Tennessee
Contact: Kyle Browder
615-247-4101
3. National Linen Service
3101 Charlotte Avenue
P. O. Box 22447
Nashville, Tenn. 37202
Contact: Frank Febro
615-298-5557
(Chain)

TEXAS

1. Texas Industrial Services, Inc.
3047 E. Commerce St.
P. O. Box 20127
San Antonio, Texas 78220
Contact: G.M. Smothers, Jr.
512-222-8695
Sales: \$31,000,000
(Chain)
2. Dickies Industrial Services, Inc.
509 W. Vickery Blvd.
P. O. Box 91
Ft. Worth, Texas 76101
Contact: James Mason
817-336-7941
Sales: \$28,000 000
(Chain)

TEXAS, Continued

3. Sun Belt Linens
(Subsidiary of American Linen Supply Co.)
315 E. Third
Amarillo, Texas
Contact: Robin Steiner
806-376-8251
Sales: \$9,000,000
(Chain)

VIRGINIA

1. Omni Services, Inc.
200 Lovers Lane
Culpepper, Va. 22701
Contact: Norman Martin
703-825-6800
Sales: \$20,000,000

or

Rental Uniform Service
of Culpepper, Inc.
P. O. Box 818
Culpepper, Va. 22701
Contact: T.Y. Martin
703-825-2300
2. Virginia Linen Service, Inc.
P. O. Box 869
Petersburg, Va. 23803
Contact: Donald Struminger
804-732-3315
3. Tidewater Linen Service
5616 Shell Road
P. O. Box 10035
Norfolk, Va. 23455
Contact: Fred Clark
804-460-1681
4. Textilease Corporation
Richmond, Va.
Correspond with:
10733 Tucker Street
Beltsville, Md. 20705
Contact: David Graf
301-937-4555

WEST VIRGINIA

1. Wheeling Linen Service
328 Hazlett Ave.
P. O. Box 270
Wheeling, W. Va. 26003
Contact: O. Lee Danford
304-377-3222

PUERTO RICO

1. Cadillac Uniform & Linen
Supply, Inc.
Urb. Inc. Minillis
Bayamon
809-788-0400
809-785-5757
2. Edis Industrial Laundry
#16B Ind. Center
Savana Abajo
Carolina
809-769-6262
3. American Industrial Laundry, Inc.
Santurce
809-769-5191
4. Royal Ind. Laundry
2260 Rexach Avenida
Santurce
809-727-0917

VIRGIN ISLANDS

1. Island Laundry & Dry Cleaners
Sub Base
St. Thomas
809-774-4567

APPENDIX B
SURVEY FORM

Company Name: _____

Address: _____

I. Energy used to heat water in your plant:

<u>Type of energy</u>	<u>Cost</u>	<u>Annual fuel consumption</u>
() Natural gas	\$ _____ per therm	_____ therms (or cost)
() Electricity	\$ _____ per kwh	_____ kwh (or cost)
() Oil	\$ _____ per gallon	_____ gallons (or cost)

II. Information on hot water load profile:

- A. On average, what is the temperature of the hot water used? _____ °F.
- B. Daily operating hours: _____ 8 hours; _____ 16 hours; _____ 24 hours; _____ hours.
- C. What is the volume of hot water used in a typical day? _____ gallons.
- D. Indicate the peak hours during the day for hot water:

	<u>AM</u>	<u>PM</u>
12:00 - 1:00	_____	_____
1:00 - 2:00	_____	_____
2:00 - 3:00	_____	_____
3:00 - 4:00	_____	_____
4:00 - 5:00	_____	_____
5:00 - 6:00	_____	_____
6:00 - 7:00	_____	_____
7:00 - 8:00	_____	_____
8:00 - 9:00	_____	_____
9:00 - 10:00	_____	_____
10:00 - 11:00	_____	_____
11:00 - 12:00	_____	_____

- E. In a typical day what is the total (hot and cold) volume of water used? _____ gallons.

III. Water heating systems used in your plant:

- () Instantaneous boilers
- () Continuous heating with storage tanks
- () _____
- () _____

IV. Building description:

A. Is your building

() Owned?

() Rented?

() Leased?

B. Total square feet in plant _____.

C. Number of stories _____.

D. Building structure (masonry, frame, etc.) _____.

V. Business cycle in a year. () No seasonal variation.

Please indicate the percentage of your total annual business volume by month (the sum of the months' percentages should equal 100.0%).

January _____	July _____
February _____	August _____
March _____	September _____
April _____	October _____
May _____	November _____
June _____	December _____

VI. (Optional)

Is your plant primarily a light soil or heavy soil plant? _____

Average pounds of dry laundry processed per gallon of water: _____

Thank you for your cooperation.

APPENDIX C

OPERATIONAL CHARACTERISTICS

This Appendix contains Operational Characteristics for the following plants:

<u>NAME</u>	<u>LOCATION</u>
National Linen Service	Birmingham, Alabama
Sterling Textile Services	Washington, D. C.
National Linen Service	Jacksonville, Florida
Neway Towel and Uniform Company	Opa Locka, Florida
Aratex Silco	Atlanta, Georgia
Atlanta Linen Service	Atlanta, Georgia
American Linen Service	Shreveport, Louisiana
Rentex Corporation	Capitol Heights, Maryland
Textilelease Corporation	Charlotte, N.C.
Textilelease Corporation	Goldsboro, N.C.
Textilelease Corporation	Rocky Mount, N.C.
Textilelease Corporation	Wilmington, N.C.
Industrial Uniform and Towel	Tulsa, Oklahoma
Silco, Inc.	N. Charleston, S.C.
Rental Uniform Company, Inc.	Kingsport, Tennessee
Texas Industrial Services, Inc.	San Antonio, Texas
Textilelease Corporation	Richmond, Virginia
Sani-Clean Services	Henderson, Kentucky
Dickies Work Clothes Rental Service	College Park, Georgia

Address: 510 S. 17th Street, P. O. Box 2712
Birmingham, Alabama 35202

Type of energy	Cost	Annual fuel consumption
(X) Natural gas	\$.32 per therm	471,000 therms (xxxxxxx)
() Electricity	\$ per kwh	kwh (or cost)
() Oil	\$ per gallon	gallons (or cost)

A. On average, what is the temperature of the hot water used? 170 °F.

B. Daily operating hours: X 8 hours; 16 hours; 24 hours; hours.

C. What is the volume of hot water used in a typical day? 77,000 gallons.

D. Indicate the peak hours during the day for hot water:

	<u>AM</u>	<u>PM</u>
12:00 - 1:00	_____	_____
1:00 - 2:00	_____	_____
2:00 - 3:00	_____	_____
3:00 - 4:00	_____	_____
4:00 - 5:00	_____	_____
5:00 - 6:00	_____	_____
6:00 - 7:00	_____	_____
7:00 - 8:00	_____	_____
8:00 - 9:00	<u> X </u>	_____
9:00 - 10:00	_____	_____
10:00 - 11:00	_____	_____
11:00 - 12:00	_____	_____

III. Water heating systems used in your plant:

- () Instantaneous boilers
(X) Continuous heating with storage tanks
() _____
() _____

IV. Building description:

A. Is your building

(X) Owned?

() Rented?

() Leased?

B. Total square feet in plant 75,945.

C. Number of stories 1.

D. Building structure (masonry, frame, etc.) Masonry.

V. Business cycle in a year. (X) No seasonal variation.

Please indicate the percentage of your total annual business volume by month (the sum of the months' percentages should equal 100.0%.)

January	_____	July	_____
February	_____	August	_____
March	_____	September	_____
April	_____	October	_____
May	_____	November	_____
June	_____	December	_____

VI. (Optional)

Is your plant primarily a light soil or heavy soil plant? Light

Average pounds of dry laundry processed per gallon of water: 5.16 gallons/lb.
(.19 lbs/gallon)

Thank you for your cooperation.

iv. Building description:

A. Is your building

() Owned?

() Rented?

(X) Leased?

B. Total square feet in plant 65,000.

C. Number of stories 1.

D. Building structure (masonry, frame, etc.) Masonry.

v. Business cycle in a year. () No seasonal variation.

Please indicate the percentage of your total annual business volume by month (the sum of the months' percentages should equal 100.0%.)

January	<u>8%</u>	July	<u>5%</u>
February	<u>7%</u>	August	<u>5%</u>
March	<u>12%</u>	September	<u>8%</u>
April	<u>12%</u>	October	<u>8%</u>
May	<u>12%</u>	November	<u>8%</u>
June	<u>8%</u>	December	<u>7%</u>

vi. (Optional)

Is your plant primarily a light soil or heavy soil plant? Light

Average pounds of dry laundry processed per gallon of water: _____

Thank you for your cooperation.

Company Name: NATIONAL LINEN SERVICE

Address: 354 Park Street

Jacksonville, Florida 32202

I. Energy used to heat water in your plant:

Type of energy	Cost	Annual fuel consumption
(X) Natural gas	\$.28 per therm	476,000 therms (XXXXXX)
() Electricity	\$ per kwh	kwh (or cost)
() Oil	\$ per gallon	gallons (or cost)

II. Information on hot water load profile:

- A. On average, what is the temperature of the hot water used? 170 °F.
- B. Daily operating hours: X 8 hours; 16 hours; 24 hours; hours.
- C. What is the volume of hot water used in a typical day? 72,000 gallons.
- D. Indicate the peak hours during the day for hot water:

	AM	PM
12:00 - 1:00	_____	_____
1:00 - 2:00	_____	_____
2:00 - 3:00	_____	_____
3:00 - 4:00	_____	_____
4:00 - 5:00	_____	_____
5:00 - 6:00	_____	_____
6:00 - 7:00	_____	_____
7:00 - 8:00	_____	_____
8:00 - 9:00	<u>X</u>	_____
9:00 - 10:00	_____	_____
10:00 - 11:00	_____	_____
11:00 - 12:00	_____	_____

- E. In a typical day what is the total (hot and cold) volume of water used? 107,000 gallons.

III. Water heating systems used in your plant:

- () Instantaneous boilers
- (X) Continuous heating with storage tanks
- () _____
- () _____

IV. Building description:

A. Is your building

(X) Owned?

() Rented?

() Leased?

B. Total square feet in plant 57,915.

C. Number of stories 1.

D. Building structure (masonry, frame, etc.) Masonry.

V. Business cycle in a year. (X) No seasonal variation.

Please indicate the percentage of your total annual business volume by month (the sum of the months' percentages should equal 100.0%.)

January	_____	July	_____
February	_____	August	_____
March	_____	September	_____
April	_____	October	_____
May	_____	November	_____
June	_____	December	_____

VI. (Optional)

Is your plant primarily a light soil or heavy soil plant? Medium - Heavy

Average pounds of dry laundry processed per gallon of water: 3.09 gallons/lb.
(.32 lb/gallon)

Thank you for your cooperation.

Company Name: NEWAY TOWEL AND UNIFORM COMPANY

Address: 160 Ali Baba Avenue

Opa Locka, Florida 33054

I. Energy used to heat water in your plant:

Type of energy	Cost	Annual fuel consumption
(X) Natural gas	\$.33 per therm	282,000 therms (xxxxxt)
() Electricity	\$ per kwh	kwh (or cost)
() Oil	\$ per gallon	gallons (or cost)

II. Information on hot water load profile:

- A. On average, what is the temperature of the hot water used? 170 °F.
- B. Daily operating hours: 8 hours; 16 hours; 24 hours; 9-10 hours.
- C. What is the volume of hot water used in a typical day? 55,000 gallons.
- D. Indicate the peak hours during the day for hot water:

	AM	PM
12:00 - 1:00	<u> </u>	<u> X </u>
1:00 - 2:00	<u> </u>	<u> X </u>
2:00 - 3:00	<u> </u>	<u> X </u>
3:00 - 4:00	<u> </u>	<u> X </u>
4:00 - 5:00	<u> </u>	<u> X </u>
5:00 - 6:00	<u> </u>	<u> </u>
6:00 - 7:00	<u> </u>	<u> </u>
7:00 - 8:00	<u> X </u>	<u> </u>
8:00 - 9:00	<u> X </u>	<u> </u>
9:00 - 10:00	<u> X </u>	<u> </u>
10:00 - 11:00	<u> X </u>	<u> </u>
11:00 - 12:00	<u> X </u>	<u> </u>

- E. In a typical day what is the total (hot and cold) volume of water used? 100,000 gallons.

III. Water heating systems used in your plant:

- () Instantaneous boilers
- (X) Continuous heating with storage tanks
- ()
- ()

IV. Building description:

A. Is your building

(X) Owned?

() Rented?

() Leased?

B. Total square feet in plant 55,000.

C. Number of stories 1.

D. Building structure (masonry, frame, etc.) Masonry.

V. Business cycle in a year. (X) No seasonal variation.

Please indicate the percentage of your total annual business volume by month (the sum of the months' percentages should equal 100.0%.)

January	_____	July	_____
February	_____	August	_____
March	_____	September	_____
April	_____	October	_____
May	_____	November	_____
June	_____	December	_____

VI. (Optional)

Is your plant primarily a light soil or heavy soil plant? _____

Average pounds of dry laundry processed per gallon of water: _____

Thank you for your cooperation.

Company Name: ARATEX SILCO
 Address: 401 Glen Iris Drive
Atlanta, Georgia 30308

I. Energy used to heat water in your plant:

<u>Type of energy</u>	<u>Cost</u>	<u>Annual fuel consumption</u>
(X) Natural gas	\$.35 per therm	237,000 therms (XXXXXX)
() Electricity	\$ per kwh	kwh (or cost)
(X) Oil	\$1.06 per gallon	13,200 gallons (XXXXXX)

II. Information on hot water load profile:

- A. On average, what is the temperature of the hot water used? 160 °F.
 B. Daily operating hours: 8 hours; 16 hours; 24 hours; 10 hours.
 C. What is the volume of hot water used in a typical day? 48,000 gallons.
 D. Indicate the peak hours during the day for hot water:

	<u>AM</u>	<u>PM</u>
12:00 - 1:00	<u> </u>	<u> </u>
1:00 - 2:00	<u> </u>	<u> </u>
2:00 - 3:00	<u> </u>	<u> x </u>
3:00 - 4:00	<u> </u>	<u> </u>
4:00 - 5:00	<u> </u>	<u> </u>
5:00 - 6:00	<u> </u>	<u> </u>
6:00 - 7:00	<u> x </u>	<u> </u>
7:00 - 8:00	<u> </u>	<u> </u>
8:00 - 9:00	<u> </u>	<u> </u>
9:00 - 10:00	<u> </u>	<u> </u>
10:00 - 11:00	<u> </u>	<u> </u>
11:00 - 12:00	<u> </u>	<u> </u>

- E. In a typical day what is the total (hot and cold) volume of water used? 78,000 gallons.

III. Water heating systems used in your plant:

- () Instantaneous boilers
 (X) Continuous heating with storage tanks
 (x) Waste water heat exchanger
 ()

IV. Building description:

A. Is your building

(x) Owned?

() Rented?

() Leased?

B. Total square feet in plant 68,000.

C. Number of stories 2.

D. Building structure (masonry, frame, etc.) Masonry.

V. Business cycle in a year. (X) No seasonal variation.

Please indicate the percentage of your total annual business volume by month (the sum of the months' percentages should equal 100.0%.)

January	_____	July	_____
February	_____	August	_____
March	_____	September	_____
April	_____	October	_____
May	_____	November	_____
June	_____	December	_____

VI. (Optional)

Is your plant primarily a light soil or heavy soil plant? 40% - light
60% - heavy

Average pounds of dry laundry processed per gallon of water: .20 lb/gallon

Thank you for your cooperation.

Company Name: ATLANTA LINEN SERVICE (National Linen Service Plant)

Address: 525 Glen Iris Dr., N.E., P. O. Box 1880

Atlanta, Georgia 30301

I. Energy used to heat water in your plant:

Type of energy	Cost	Annual fuel consumption
(X) Natural gas	\$.32 per therm	1,051,000 therms (XXXXXX)
() Electricity	\$ per kwh	kwh (or cost)
() Oil	\$ per gallon	gallons (or cost)

II. Information on hot water load profile:

A. On average, what is the temperature of the hot water used? 170 °F.

B. Daily operating hours: X 8 hours; ___ 16 hours; ___ 24 hours; ___ hours.

C. What is the volume of hot water used in a typical day? 153,000 gallons.

D. Indicate the peak hours during the day for hot water:

	AM	PM
12:00 - 1:00	_____	_____
1:00 - 2:00	_____	_____
2:00 - 3:00	_____	_____
3:00 - 4:00	_____	_____
4:00 - 5:00	_____	_____
5:00 - 6:00	_____	_____
6:00 - 7:00	_____	_____
7:00 - 8:00	_____	_____
8:00 - 9:00	<u>X</u>	_____
9:00 - 10:00	_____	_____
10:00 - 11:00	_____	_____
11:00 - 12:00	_____	_____

E. In a typical day what is the total (hot and cold) volume of water used? 229,000 gallons.

III. Water heating systems used in your plant:

- () Instantaneous boilers
(X) Continuous heating with storage tanks
() _____
() _____

IV. Building description:

A. Is your building

(X) Owned?

() Rented?

() Leased?

B. Total square feet in plant 84,000.

C. Number of stories 1 (with 1/2 basement)

D. Building structure (masonry, frame, etc.) Masonry.

V. Business cycle in a year. (X) No seasonal variation.

Please indicate the percentage of your total annual business volume by month (the sum of the months' percentages should equal 100.0%.)

January	_____	July	_____
February	_____	August	_____
March	_____	September	_____
April	_____	October	_____
May	_____	November	_____
June	_____	December	_____

VI. (Optional)

Is your plant primarily a light soil or heavy soil plant? Medium Soil

Average pounds of dry laundry processed per gallon of water: 3.87/gallon/lb
(.25 lb/gallon)

Thank you for your cooperation.

Company Name: AMERICAN LINEN SERVICE
Address: P. O. Box 8829
Shreveport, Louisiana 71108

I. Energy used to heat water in your plant:

Type of energy	Cost	Annual fuel consumption
(X) Natural gas	\$.31 per therm	211,000 therms (XXXXXX)
() Electricity	\$ per kwh	kwh (or cost)
() Oil	\$ per gallon	gallons (or cost)

II. Information on hot water load profile:

- A. On average, what is the temperature of the hot water used? 160 °F.
- B. Daily operating hours: 8 hours; 16 hours; 24 hours; 9 hours.
- C. What is the volume of hot water used in a typical day? 60,000 gallons.
- D. Indicate the peak hours during the day for hot water:

	AM	PM
12:00 - 1:00	_____	_____
1:00 - 2:00	_____	_____
2:00 - 3:00	_____	_____
3:00 - 4:00	_____	_____
4:00 - 5:00	_____	_____
5:00 - 6:00	_____	_____
6:00 - 7:00	_____	_____
7:00 - 8:00	<u> X </u>	_____
8:00 - 9:00	_____	_____
9:00 - 10:00	_____	_____
10:00 - 11:00	_____	_____
11:00 - 12:00	_____	_____

- E. In a typical day what is the total (hot and cold) volume of water used? 80,000 gallons.

III. Water heating systems used in your plant:

- () Instantaneous boilers
- (X) Continuous heating with storage tanks
- () _____
- () _____

IV. Building description:

A. Is your building

(X) Owned?

() Rented?

() Leased?

B. Total square feet in plant 16,640.

C. Number of stories 1.

D. Building structure (masonry, frame, etc.) Metal.

V. Business cycle in a year. (X) No seasonal variation.

Please indicate the percentage of your total annual business volume by month (the sum of the months' percentages should equal 100.0%.)

January	_____	July	_____
February	_____	August	_____
March	_____	September	_____
April	_____	October	_____
May	_____	November	_____
June	_____	December	_____

VI. (Optional)

Is your plant primarily a light soil or heavy soil plant? Heavy

Average pounds of dry laundry processed per gallon of water: .25 lb/gallon

Thank you for your cooperation.

Company Name: RENTEX CORPORATION
Address: 6101 Sheriff Road
Capitol Heights, Maryland 20743

I. Energy used to heat water in your plant:

Type of energy	Cost	Annual fuel consumption
(X) Natural gas	\$.39 per therm	270,000 therms (or cost)
() Electricity	\$ per kwh	kwh (or cost)
() Oil	\$ per gallon	gallons (or cost)

II. Information on hot water load profile:

- A. On average, what is the temperature of the hot water used? 150 °F.
- B. Daily operating hours: 8 hours; X 16 hours; 24 hours; hours.
- C. What is the volume of hot water used in a typical day? 100,000 gallons.
- D. Indicate the peak hours during the day for hot water:

	<u>AM</u>	<u>PM</u>
12:00 - 1:00	_____	_____
1:00 - 2:00	_____	_____
2:00 - 3:00	_____	_____
3:00 - 4:00	_____	_____
4:00 - 5:00	_____	_____
5:00 - 6:00	_____	_____
6:00 - 7:00	_____	_____
7:00 - 8:00	<u> x </u>	_____
8:00 - 9:00	<u> x </u>	_____
9:00 - 10:00	<u> x </u>	_____
10:00 - 11:00	_____	_____
11:00 - 12:00	_____	_____

- E. In a typical day what is the total (hot and cold) volume of water used? 130,000 gallons.

III. Water heating systems used in your plant:

- () Instantaneous boilers
(X) Continuous heating with storage tanks
() _____
() _____

IV. Building description:

A. Is your building

() Owned?

() Rented?

(X) Leased?

B. Total square feet in plant 30,000.

C. Number of stories 1.

D. Building structure (masonry, frame, etc.) Masonry.

V. Business cycle in a year. (X) No seasonal variation.

Please indicate the percentage of your total annual business volume by month (the sum of the months' percentages should equal 100.0%.)

January	_____	July	_____
February	_____	August	_____
March	_____	September	_____
April	_____	October	_____
May	_____	November	_____
June	_____	December	_____

VI. (Optional)

Is your plant primarily a light soil or heavy soil plant? Heavy

Average pounds of dry laundry processed per gallon of water: .31 lb/gallon

Thank you for your cooperation.

Company Name: TEXTILEASE CORPORATION (Charlotte, N.C. plant)

Address: 10733 Tucker Street
Beltsville, Maryland 20705

I. Energy used to heat water in your plant:

Type of energy	Cost	Annual fuel consumption
(X) Natural gas	\$.54 per therm	70,000 therms (XXXXXX)
() Electricity	\$ per kwh	kwh (or cost)
() Oil	\$ per gallon	gallons (or cost)

II. Information on hot water load profile:

A. On average, what is the temperature of the hot water used? 140 °F.

B. Daily operating hours: 8 hours; 16 hours; 24 hours; 10 hours.

C. What is the volume of hot water used in a typical day? 22,000 gallons.

D. Indicate the peak hours during the day for hot water:

	AM	PM
12:00 - 1:00	<u> </u>	<u>X</u>
1:00 - 2:00	<u> </u>	<u>X</u>
2:00 - 3:00	<u> </u>	<u>X</u>
3:00 - 4:00	<u> </u>	<u> </u>
4:00 - 5:00	<u> </u>	<u> </u>
5:00 - 6:00	<u>X</u>	<u> </u>
6:00 - 7:00	<u>X</u>	<u> </u>
7:00 - 8:00	<u>X</u>	<u> </u>
8:00 - 9:00	<u>X</u>	<u> </u>
9:00 - 10:00	<u>X</u>	<u> </u>
10:00 - 11:00	<u>X</u>	<u> </u>
11:00 - 12:00	<u>X</u>	<u> </u>

E. In a typical day what is the total (hot and cold) volume of water used? 40,000 gallons.

III. Water heating systems used in your plant:

- () Instantaneous boilers
(X) Continuous heating with storage tanks
()
()

IV. Building description:

A. Is your building

(X) Owned?

() Rented?

() Leased?

B. Total square feet in plant 30,000.

C. Number of stories 1.

D. Building structure (masonry, frame, etc.) Masonry.

V. Business cycle in a year. (X) No seasonal variation.

Please indicate the percentage of your total annual business volume by month (the sum of the months' percentages should equal 100.0%.)

January	_____	July	_____
February	_____	August	_____
March	_____	September	_____
April	_____	October	_____
May	_____	November	_____
June	_____	December	_____

VI. (Optional)

Is your plant primarily a light soil or heavy soil plant? 65% Medium
35% Heavy

Average pounds of dry laundry processed per gallon of water: . 26 lb/gallon

Thank you for your cooperation.

Address: 10733 Tucker Street
Beltsville, Maryland 20705

Type of energy	Cost	Annual fuel consumption
(X) Natural gas	\$.54 per therm	293,000 therms (or cost)
() Electricity	\$ per kwh	kwh (or cost)
() Oil	\$ per gallon	gallons (or cost)

A. On average, what is the temperature of the hot water used? 140 °F.

B. Daily operating hours: 8 hours; 16 hours; 24 hours; 10 hours.

C. What is the volume of hot water used in a typical day? 52,300 gallons.

D. Indicate the peak hours during the day for hot water:

	<u>AM</u>	<u>PM</u>
12:00 - 1:00	_____	<u> X </u>
1:00 - 2:00	_____	<u> X </u>
2:00 - 3:00	_____	<u> X </u>
3:00 - 4:00	_____	_____
4:00 - 5:00	_____	_____
5:00 - 6:00	<u> X </u>	_____
6:00 - 7:00	<u> X </u>	_____
7:00 - 8:00	<u> X </u>	_____
8:00 - 9:00	<u> X </u>	_____
9:00 - 10:00	<u> X </u>	_____
10:00 - 11:00	<u> X </u>	_____
11:00 - 12:00	<u> X </u>	_____

III. Water heating systems used in your plant:

- () Instantaneous boilers
(X) Continuous heating with storage tanks
() _____
() _____

IV. Building description:

A. Is your building

(X) Owned?

() Rented?

() Leased?

B. Total square feet in plant 100,000.

C. Number of stories 1.

D. Building structure (masonry, frame, etc.) Masonry.

V. Business cycle in a year. (x) No seasonal variation.

Please indicate the percentage of your total annual business volume by month (the sum of the months' percentages should equal 100.0%.)

January	_____	July	_____
February	_____	August	_____
March	_____	September	_____
April	_____	October	_____
May	_____	November	_____
June	_____	December	_____

VI. (Optional)

65% Medium

Is your plant primarily a light soil or heavy soil plant? 35% Heavy

Average pounds of dry laundry processed per gallon of water: .37 lb/gallon

Thank you for your cooperation.

Company Name: TEXTILEASE CORPORATION (Rocky Mount, N.C. plant)

Address: 10733 Tucker Street
Beltsville, Maryland 20705

I. Energy used to heat water in your plant:

Type of energy	Cost	Annual fuel consumption
(X) Natural gas	\$.54 per therm	134,000 therms (xxxxxx)
() Electricity	\$ per kwh	kwh (or cost)
() Oil	\$ per gallon	gallons (or cost)

II. Information on hot water load profile:

- A. On average, what is the temperature of the hot water used? 160 °F.
- B. Daily operating hours: 8 hours; 16 hours; 24 hours; 10 hours. ^{4-day} week
- C. What is the volume of hot water used in a typical day? 20,000 gallons.
- D. Indicate the peak hours during the day for hot water:

	AM	PM
12:00 - 1:00	_____	<u>x</u>
1:00 - 2:00	_____	<u>x</u>
2:00 - 3:00	_____	_____
3:00 - 4:00	_____	_____
4:00 - 5:00	_____	_____
5:00 - 6:00	<u>x</u>	_____
6:00 - 7:00	<u>x</u>	_____
7:00 - 8:00	<u>x</u>	_____
8:00 - 9:00	<u>x</u>	_____
9:00 - 10:00	<u>x</u>	_____
10:00 - 11:00	<u>x</u>	_____
11:00 - 12:00	<u>x</u>	_____

- E. In a typical day what is the total (hot and cold) volume of water used? 37,000 gallons.

III. Water heating systems used in your plant:

- () Instantaneous boilers
- (X) Continuous heating with storage tanks
- () _____
- () _____

IV. Building description:

A. Is your building

(x) Owned?

() Rented?

() Leased?

B. Total square feet in plant 38,000.

C. Number of stories 1.

D. Building structure (masonry, frame, etc.) Masonry.

V. Business cycle in a year. (X) No seasonal variation.

Please indicate the percentage of your total annual business volume by month (the sum of the months' percentages should equal 100.0%.)

January	_____	July	_____
February	_____	August	_____
March	_____	September	_____
April	_____	October	_____
May	_____	November	_____
June	_____	December	_____

VI. (Optional)

Is your plant primarily a light soil or heavy soil plant? 35% - Heavy
65% - Medium

Average pounds of dry laundry processed per gallon of water: .41 lb/gallon

Thank you for your cooperation.

Address: 10733 Tucker Street
Beltsville, Maryland 20705

Type of energy	Cost	Annual fuel consumption
(X) Natural gas	\$.54 per therm	149,000 therms (or cost)
() Electricity	\$ per kwh	kwh (or cost)
() Oil	\$ per gallon	gallons (or cost)

A. On average, what is the temperature of the hot water used? 140 °F.

B. Daily operating hours: 8 hours; 16 hours; 24 hours; 10 hours.

C. What is the volume of hot water used in a typical day? 26,000 gallons.

D. Indicate the peak hours during the day for hot water:

	<u>AM</u>	<u>PM</u>
12:00 - 1:00		<u> X </u>
1:00 - 2:00		<u> X </u>
2:00 - 3:00		<u> X </u>
3:00 - 4:00		
4:00 - 5:00		
5:00 - 6:00	<u> X </u>	
6:00 - 7:00	<u> X </u>	
7:00 - 8:00	<u> X </u>	
8:00 - 9:00	<u> X </u>	
9:00 - 10:00	<u> X </u>	
10:00 - 11:00	<u> X </u>	
11:00 - 12:00	<u> X </u>	

III. Water heating systems used in your plant:

- () Instantaneous boilers
(X) Continuous heating with storage tanks
() _____
() _____

IV. Building description:

A. Is your building

(X) Owned?

() Rented?

() Leased?

B. Total square feet in plant 50,000.

C. Number of stories 1.

D. Building structure (masonry, frame, etc.) Masonry.

V. Business cycle in a year. (X) No seasonal variation.

Please indicate the percentage of your total annual business volume by month (the sum of the months' percentages should equal 100.0%.)

January	_____	July	_____
February	_____	August	_____
March	_____	September	_____
April	_____	October	_____
May	_____	November	_____
June	_____	December	_____

VI. (Optional)

Is your plant primarily a light soil or heavy soil plant? 65% Medium
35% Heavy

Average pounds of dry laundry processed per gallon of water: .31 lb/gallon

Thank you for your cooperation.

Company Name: INDUSTRIAL UNIFORM AND TOWEL
Address: 6960 E. 12th St., P. O. Box 15798
Tulsa, Oklahoma 74112

I. Energy used to heat water in your plant:

Type of energy	Cost	Annual fuel consumption
(X) Natural gas	\$.30 per therm	56,700 therms (xxxxxx)
() Electricity	\$ per kwh	kwh (or cost)
() Oil	\$ per gallon	gallons (or cost)

II. Information on hot water load profile:

- A. On average, what is the temperature of the hot water used? 160 °F.
- B. Daily operating ^{4. days} hours: 8 hours; 16 hours; 24 hours; 12 hours.
- C. What is the volume of hot water used in a typical day? 28,000 gallons.
- D. Indicate the peak hours during the day for hot water:

	AM	PM
12:00 - 1:00	<u> </u>	<u> </u>
1:00 - 2:00	<u> </u>	<u> </u>
2:00 - 3:00	<u> </u>	<u> </u>
3:00 - 4:00	<u> </u>	<u> </u>
4:00 - 5:00	<u> </u>	<u> </u>
5:00 - 6:00	<u> </u>	<u> </u>
6:00 - 7:00	<u> </u>	<u> </u>
7:00 - 8:00	<u> X </u>	<u> </u>
8:00 - 9:00	<u> X </u>	<u> </u>
9:00 - 10:00	<u> X </u>	<u> </u>
10:00 - 11:00	<u> X </u>	<u> </u>
11:00 - 12:00	<u> X </u>	<u> </u>

- E. In a typical day what is the total (hot and cold) volume of water used? 50,000 gallons.

III. Water heating systems used in your plant:

- () Instantaneous boilers
- (X) Continuous heating with storage tanks
- ()
- ()

IV. Building description:

A. Is your building

(X) Owned?

() Rented?

() Leased?

B. Total square feet in plant 40,000.

C. Number of stories 1.

D. Building structure (masonry, frame, etc.) Masonry.

V. Business cycle in a year. (X) No seasonal variation.

Please indicate the percentage of your total annual business volume by month (the sum of the months' percentages should equal 100.0%.)

January	_____	July	_____
February	_____	August	_____
March	_____	September	_____
April	_____	October	_____
May	_____	November	_____
June	_____	December	_____

VI. (Optional)

Is your plant primarily a light soil or heavy soil plant? Heavy

Average pounds of dry laundry processed per gallon of water: _____

Thank you for your cooperation.

N. Charleston, S.C. 29411

IV. Building description:

A. Is your building

() Owned?

() Rented?

(X) Leased?

B. Total square feet in plant 4,600.

C. Number of stories 1.

D. Building structure (masonry, frame, etc.) Masonry.

V. Business cycle in a year. (X) No seasonal variation.

Please indicate the percentage of your total annual business volume by month (the sum of the months' percentages should equal 100.0%.)

January	_____	July	_____
February	_____	August	_____
March	_____	September	_____
April	_____	October	_____
May	_____	November	_____
June	_____	December	_____

VI. (Optional)

Is your plant primarily a light soil or heavy soil plant? Medium

Average pounds of dry laundry processed per gallon of water: .36 lb/gallon

Thank you for your cooperation.

Company Name: RENTAL UNIFORM COMPANY, INC.

Address: P. O. Box 3570

Kingsport, Tennessee 37664

I. Energy used to heat water in your plant:

Type of energy	Cost	Annual fuel consumption
(X) Natural gas	\$.34 per therm	450,000 therms (or cost)
() Electricity	\$ per kwh	kwh (or cost)
() Oil	\$ per gallon	gallons (or cost)

II. Information on hot water load profile:

A. On average, what is the temperature of the hot water used? 160 °F.

B. Daily operating hours: X 8 hours; 16 hours; 24 hours; hours.

C. What is the volume of hot water used in a typical day? 72,000 gallons.

D. Indicate the peak hours during the day for hot water:

	<u>AM</u>	<u>PM</u>
12:00 - 1:00	_____	<u> X </u>
1:00 - 2:00	_____	<u> X </u>
2:00 - 3:00	_____	<u> X </u>
3:00 - 4:00	_____	<u> X </u>
4:00 - 5:00	_____	_____
5:00 - 6:00	_____	_____
6:00 - 7:00	_____	_____
7:00 - 8:00	<u> X </u>	_____
8:00 - 9:00	<u> X </u>	_____
9:00 - 10:00	<u> X </u>	_____
10:00 - 11:00	<u> X </u>	_____
11:00 - 12:00	<u> X </u>	_____

E. In a typical day what is the total (hot and cold) volume of water used? 100,000 gallons.

III. Water heating systems used in your plant:

() Instantaneous boilers
(X) Continuous heating with storage tanks
() _____
() _____

IV. Building description:

A. Is your building

(X) Owned?

() Rented?

() Leased?

B. Total square feet in plant 100,000.

C. Number of stories 1.

D. Building structure (masonry, frame, etc.) Masonry.

V. Business cycle in a year. (X) No seasonal variation.

Please indicate the percentage of your total annual business volume by month (the sum of the months' percentages should equal 100.0%.)

January	_____	July	_____
February	_____	August	_____
March	_____	September	_____
April	_____	October	_____
May	_____	November	_____
June	_____	December	_____

VI. (Optional)

Is your plant primarily a light soil or heavy soil plant? Heavy

Average pounds of dry laundry processed per gallon of water: _____

Thank you for your cooperation.

Company Name: TEXAS INDUSTRIAL SERVICES, INC.

Address: 3047 E. Commerce St.

San Antonio, Texas 78220

I. Energy used to heat water in your plant:

Type of energy	Cost	Annual fuel consumption
(x) Natural gas	\$.37 per therm	247,000 therms (XXXXX)
() Electricity	\$ per kwh	kwh (or cost)
() Oil	\$ per gallon	gallons (or cost)

II. Information on hot water load profile:

A. On average, what is the temperature of the hot water used? 190 °F.

B. Daily operating hours: 8 hours; 16 hours; 24 hours; 9 hours.

C. What is the volume of hot water used in a typical day? 28,000 gallons.

D. Indicate the peak hours during the day for hot water:

	AM	PM
12:00 - 1:00	_____	_____
1:00 - 2:00	_____	_____
2:00 - 3:00	_____	X
3:00 - 4:00	_____	_____
4:00 - 5:00	_____	_____
5:00 - 6:00	_____	_____
6:00 - 7:00	_____	_____
7:00 - 8:00	X	_____
8:00 - 9:00	X	_____
9:00 - 10:00	X	_____
10:00 - 11:00	_____	_____
11:00 - 12:00	_____	_____

E. In a typical day what is the total (hot and cold) volume of water used? 64,000 gallons.

III. Water heating systems used in your plant:

() Instantaneous boilers
(x) Continuous heating with storage tanks
() _____
() _____

IV. Building description:

A. Is your building

(X) Owned?

() Rented?

() Leased?

B. Total square feet in plant 32,000.

C. Number of stories 2 partial.

D. Building structure (masonry, frame, etc.) Masonry.

V. Business cycle in a year. (X) No seasonal variation.

Please indicate the percentage of your total annual business volume by month (the sum of the months' percentages should equal 100.0%.)

January	_____	July	_____
February	_____	August	_____
March	_____	September	_____
April	_____	October	_____
May	_____	November	_____
June	_____	December	_____

VI. (Optional)

Is your plant primarily a light soil or heavy soil plant? Heavy

Average pounds of dry laundry processed per gallon of water: .12 lb/gallon

Thank you for your cooperation.

Address: 10733 Tucker Street
Beltsville, Maryland 20705

Type of energy	Cost	Annual fuel consumption
(X) Natural gas	\$.54 per therm	75,000 therms (xxxxxxx)
() Electricity	\$ per kwh	kwh (or cost)
() Oil	\$ per gallon	gallons (or cost)

A. On average, what is the temperature of the hot water used? 140 °F.

B. Daily operating hours: 8 hours; 16 hours; 24 hours; 10 hours.

C. What is the volume of hot water used in a typical day? 19,000 gallons.

D. Indicate the peak hours during the day for hot water:

	<u>AM</u>	<u>PM</u>
12:00 - 1:00		X
1:00 - 2:00		X
2:00 - 3:00		X
3:00 - 4:00		
4:00 - 5:00		
5:00 - 6:00	X	
6:00 - 7:00	X	
7:00 - 8:00	X	
8:00 - 9:00	X	
9:00 - 10:00	X	
10:00 - 11:00	X	
11:00 - 12:00	X	

- () Instantaneous boilers
(X) Continuous heating with storage tanks
() _____
() _____

IV. Building description:

A. Is your building

(X) Owned?

() Rented?

() Leased?

B. Total square feet in plant 20,000.

C. Number of stories 1.

D. Building structure (masonry, frame, etc.) Masonry.

V. Business cycle in a year. (X) No seasonal variation.

Please indicate the percentage of your total annual business volume by month (the sum of the months' percentages should equal 100.0%.)

January	_____	July	_____
February	_____	August	_____
March	_____	September	_____
April	_____	October	_____
May	_____	November	_____
June	_____	December	_____

VI. (Optional)

Is your plant primarily a light soil or heavy soil plant? 65% Medium
35% Heavy

Average pounds of dry laundry processed per gallon of water: .26 lb/gallon

Thank you for your cooperation.

Company Name: SANI-CLEAN SERVICES

Address: P. O. Box 38

Henderson, Kentucky 42420

I. Energy used to heat water in your plant:

<u>Type of energy</u>	<u>Cost</u>	<u>Annual fuel consumption</u>
(X) Natural gas	\$.34 per therm	113,500 therms (xxxxcost)
() Electricity	\$ per kwh	kwh (or cost)
() Oil	\$ per gallon	gallons (or cost)

II. Information on hot water load profile:

A. On average, what is the temperature of the hot water used? 140 °F.

B. Daily operating hours: 8 hours; 16 hours; 24 hours; 10 hours.

C. What is the volume of hot water used in a typical day? 20,000 gallons.

D. Indicate the peak hours during the day for hot water:

	<u>AM</u>	<u>PM</u>
12:00 - 1:00	_____	_____
1:00 - 2:00	_____	_____
2:00 - 3:00	_____	_____
3:00 - 4:00	_____	_____
4:00 - 5:00	_____	_____
5:00 - 6:00	_____	_____
6:00 - 7:00	<u>X</u>	_____
7:00 - 8:00	_____	_____
8:00 - 9:00	_____	_____
9:00 - 10:00	_____	_____
10:00 - 11:00	_____	_____
11:00 - 12:00	_____	_____

E. In a typical day what is the total (hot and cold) volume of water used? 50,000 gallons.

III. Water heating systems used in your plant:

() Instantaneous boilers
(X) Continuous heating with storage tanks
() _____
() _____

IV. Building description:

A. Is your building

(X) Owned?

() Rented?

() Leased?

B. Total square feet in plant 50,000.

C. Number of stories 1.

D. Building structure (masonry, frame, etc.) Masonry.

V. Business cycle in a year. (X) No seasonal variation.

Please indicate the percentage of your total annual business volume by month (the sum of the months' percentages should equal 100.0%.)

January	_____	July	_____
February	_____	August	_____
March	_____	September	_____
April	_____	October	_____
May	_____	November	_____
June	_____	December	_____

VI. (Optional)

Is your plant primarily a light soil or heavy soil plant? Heavy

Average pounds of dry laundry processed per gallon of water: .33 lb/gallon

Thank you for your cooperation.

IV. Building description:

A. Is your building

() Owned?

() Rented?

(X) Leased?

B. Total square feet in plant 20,000.

C. Number of stories 1.

D. Building structure (masonry, frame, etc.) Masonry.

V. Business cycle in a year. (X) No seasonal variation.

Please indicate the percentage of your total annual business volume by month (the sum of the months' percentages should equal 100.0%.)

January	_____	July	_____
February	_____	August	_____
March	_____	September	_____
April	_____	October	_____
May	_____	November	_____
June	_____	December	_____

VI. (Optional)

Is your plant primarily a light soil or heavy soil plant? Light

Average pounds of dry laundry processed per gallon of water: .3

Thank you for your cooperation.