GEORGIA INSTITUTE OF TECHNOLOGY OFFICE OF CONTRACT ADMINISTRATION SPONSORED PROJECT INITIATION

		Date: 2/18/81	
Project Title:	Market Research on Industrial Lau	ndries	
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Project No:	A-2863		
Project Director:	Nick Gibson		
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Sponsor:	Southern Solar Energy Center Pro-	8/1/8	ļ
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Agreement Period:	From2/10/81	Until 5/1/0/81	
Type Agreement:	Subcontract No. SC-0124		
Amount:	\$11,851 (Fixed Price)		
165		y	
December 1	Pariadia Panarta (2), Final Pana	•	
Reports Required:	Periodic Reports (2); Final Repor		
Sponsor Contact Pe	rson (s):		
Technical 1	Matters	Contractual Matters	
Lance Leonat		(thru OCA)	
*	ar Energy Center	Bill D. Heriford/ Cont	racting Office
61 Perimeter	Park	Mark Kelly/Contract Ne	
Atlanta, GA	30341	Southern Solar Energy 61 Perimeter Park	Center
Alternate:	Bill Denny	Atlanta, GA 30341	
	•	Phone: 458-8765	
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Division Chief (EES)
School/Laboratory Director
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Accounting Office
Procurement Office
Security Coordinator (OCA)
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Library, Technical Reports Section
EES Information Office
EES Reports & Procedures
Project File (OCA)
Project Code (GTRI)

Other Project Code (OCA)

SPONSORED PROJECT TERMINATION SHEET

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× ×	Date	9/11/81
Project Title:	Market Research on Industrial Laundries	
Project No:		
Project Directo	r: Nick Gibson	
Sponsor:	Southern Solar Energy Center	
Effective Term	ination Date:8/1/81	
Clearance of A	accounting Charges: 8/1/81	
Grant/Contract	Closeout Actions Remaining:	
		*
Х	Final Invoice and Closing Documents	
	Final Fiscal Report	
	Final Report of Inventions	
	Govt. Property Inventory & Related Certificate	
	Classified Material Certificate	
	Other	
	(Fixed Price)	
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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

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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

	NUMBER OF INDUSTRIAL LAUNDRIES	% OF TOTAL	RECEIPTS (IN THOUSANDS)	% OF TOTAL
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

NAME	ADDRESS	CONTACT/PHONE #
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

NAME	ADDRESS	CIRCULATION	SUBSCRIPTIONS
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

- 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 Divison)
 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)
- 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: 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 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

- 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

- 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

Compa	any name:		 	
Addre	ess:			
ı.	Energy used to heat wat	er in your pla	ant:	
	Type of energy	Average cost	Annual fuel	consumption
()	Natural gas	\$ per	therm	therms
()	Electricity	\$ per	kwh	kwh
()	Oil	\$ per	gallon	gallons
II.	Information on hot water	er load profile):	
	A. On average, what is	the temperatu	are of the hot water use	ed?F.
	B. Daily operating hou	nrs: 8 ho	ours; 16 hours;	24 hours;hrs
	C. What is the volume	of hot water u	used in a typical day?	gallons.
	D. Indicate the peak h	nours during th	ne day for hot water:	
	AM	<u> </u>	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			
	9:00-10:00	-		
	10:00-11:00	-		
	11:00-12:00	_		
	E. In a typical day wh		l (hot and cold) volume	of
III.	Water heating systems u	sed in your pl	ant:	
	() Instantaneous boi	lers		
	() Continuous heating		e tanks	
	()			
	()			

Thank you for your cooperation.

IV.	Bui	ldi	ng (description:	
	A.	Is	уо	ur building	
		()	Owned?	
		()	Rented?	
		()	Leased?	
	в.	Tot	tal	square feet in plant	
	C.	Nur	nbe	r of stories	•
	D.	Bu	ild	ing structure (masonry	, frame, etc.)
v.	Ple	ase	in		of your total annual business volume by percentages should equal 100.0%.)
		uary		e sum of the months p	Tuly
					August
	Mar				September
	Apr	il			October
	May	,			November
	Jun	e			December
VI.			-		soil or heavy soil plant?

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

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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.

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DISTRIBUTION OF RECEIPTS BY ESTABLISHMENT SIZE

	NUMBER OF INDUSTRIAL LAUNDRIES	% OF TOTAL		ECEIPTS (IN OUSANDS)	% OF TOTAL
Total Establishments	1,054	100	\$1	,147,277	100
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\$1,000,000 or more	388	38.6	\$	871,398	78.3
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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

NAME	ADDRESS	CONTACT/PHONE
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 & Chicage 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	714-4266651

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

NAME	ADDRESS	CIRCULATION	SUBSCRIPTIONS
Industrial Launderer	Institute of Industrial Launderers 1730 M Street, N.W. Suite 613 Washington, D.C. 20036 David Ritchey, Editor Bernard Erlich, 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
American Laundry Digest	American Trade Magazine, In 500 North Dearborn St. Chicago, Ill. 60610 312-337-7700 (\$15.00/year)	c. 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.
- 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.
- Business cycle.

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

The data was reviewed, converted into consistant 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

ALABAMA

- 1. Capitol Linen Supply Co. 1001 Madison Avenue Montgomery, Alabama 36104 Contact Marty Taylor 205-264-3418 (Independent)
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 Mobile, Alabama 36602
 Contact: Richard Chin
 205-432-4474
 (Independent)
- 3. National Linen Service*
 510 S. 17th Street
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 Birmingham, Alabama 35202
 Contact: Charles Jones
 205-933-7521
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ARKANSAS

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- 2. Industrial Towel
 & Uniform Supply
 1901 Woodrow
 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. 0. 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
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GEORGIA

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 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
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 (Chain)

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 Henderson, Ky. 42420
 Contact: Dale Sights, Jon Sights
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 Sales: \$5,000,000
 (Independent)
- 2. Spalding's Services, Ltd.
 836 S. 12th Street
 P. 0. 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)
- National Linen Service 280 Industrial Blvd., P.O. Box 1085 Jackson, Miss. 39205 Contact: Pat Jones 601-948-3453 (Chain)

NORTH CAROLINA

- 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
- 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. 0. 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

- 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

a comment a second contract

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
- 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

Com	pany	Name:					
Add	ress	:					
I	. En	ergy used to hea	t water in	your pl	ant:		
	Ту	pe of energy	Cost			Annual fuel co	nsumption
() Na	tural gas	\$	per	therm		therms (or cost)
() E1	ectricity	\$	per	kwh		kwh (or cost)
() 0i	1	\$	per	gallon		gallons (or cost)
II	. In	formation on hot	water load	profile	e:		
	Α.	On average, who	at is the t	emperati	ure of the	e hot water used?	° _F .
	В.	Daily operating	g hours:	8 ho	urs:	16 hours; 24 1	nours: hours.
	С.						
						typical day?	garrons.
	D.	Indicate the pe	eak hours d	uring t	he day for	n hot water:	
			\underline{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		_	···		
		9:00 - 10:00		-			
		10:00 - 11:00		-			
	٠	11:00 - 12:00		-			
	Ε.	In a typical da	ay what is	the tot	al (hot a	nd cold) volume o	f water
		used?	gallo	ns.			
III	. Wa	ter heating syste	ems used in	your p	lant:		
	() Instantaneous	s boilers				
	() Continuous he	eating with	storage	e tanks		
	(
	()					

IV.	Building description:								
	A. Is your building								
		()	Owned?					
		()	Rented?					
		()	Leased?					
	B. Total square feet in plant								
	C.	Nur	nbe	r of stories					
	D.	Bu	i1d	ing structure (masonry, frame, etc.)					
٧.	Bus	ines	SS	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								
	Apr	il		October					
	May			November					
	June	9		December					
VI.	(Op	tion	nal)					
	Is your plant primarily a light soil or heavy soil plant?								
	Ave								

Thank you for your cooperation.

APPENDIX C

OPERATIONAL CHARACTERISTICS

This Appendix contains Operational Characteristics for the following plants:

NAME

National Linen Service Sterling Textile Services National Linen Service Neway Towel and Uniform Company Aratex Silco Atlanta Linen Service American Linen Service Rentex Corporation Textilease Corporation Textilease Corporation Textilease Corporation Textilease Corporation Industrial Uniform and Towel Silco, Inc. Rental Uniform Company, Inc. Texas Industrial Services, Inc. Textilease Corporation

Dickies Work Clothes Rental Service

Sani-Clean Services

LOCATION

Birmingham, Alabama

Washington, D. C. Jacksonville, Florida Opa Locka, Florida Atlanta, Georgia Atlanta, Georgia Shreveport, Louisiana Capitol Heights, Maryland Charlotte, N.C. Goldsboro, N.C. Rocky Mount, N.C. Wilmington, N.C. Tulsa, Oklahoma N. Charleston, S.C. Kingsport, Tennessee San Antonio, Texas Richmond, Virginia Henderson, Kentucky

College Park, Georgia

Compa	any Name: _	NATIONAL LIN	NEN SERVIC	E			
Addre	ess:	510 S. 17th	Street, F	0. 0	Box 2712		
		Birmingham,	Alabama 3	35202			,
Ι.	Energy use	d to heat wat	er in you	r pla	nt:		
	Type of en		Cost			Annual fuel con	sumption
(X)	Natural gas		\$.32	ner	therm	471,000	therms (xxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxx
	Electricity		\$	per		471,000	kwh (or cost)
	Oil	,	\$	3.7	gallon		gallons (or cost
		n on hot wate	•	-			,
11.						10	170 ° _F .
	A. On ave	rage, what is	the temp	eratu	re of the	hot water used?	170 F.
	B. Daily	operating hou	rs: X	8 hou	rs; l	6 hours; 24 h	nours; hours.
	C. What i	s the volume	of hot wa	ter u	sed in a	typical day? 77	,000 gallons.
	D. Indica	te the peak h	ours duri	ng th	e day for	hot water:	
			<u>AM</u>	P	M		
	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	X	_			
	9:00 -	- 10:00					
	10:00 -	- 11:00		_		ě	
	11:00 -	- 12:00		_			
	E. In a ty	pical day wh	at is the	tota	1 (hot and	d cold) volume of	water
	used?	116,000	gallons.				
III.	Water heat:	ing systems u	sed in yo	ur pl	ant:		
	() Insta	antaneous boi	lers				
	(X) Cont	inuous heatin	g with st	orage	tanks		
	()						
	()						

IV.	Building description:						
	Α.	Is	you	ur building			
		(X)	Owned?			
		()	Rented?			
		()	Leased?			
	В.	Tot	al	square feet in plant			
	С.			r of stories] .			
	D.	Bui	l1d	ing structure (masonry, frame, etc.) Masonry			
٧.	Ple	ase	in	dicate the percentage of your total annual business volume by sum of the months' percentages should equal 100.0%.)			
	Janı	uary	, .	July			
	Feb	ruar	у	August			
	Mar	ch		September			
	Apr	il		October			
	May		_	November			
	June	e	_	December			
VI.	(Optional)						
	ls :	your	- р	lant primarily a light soil or heavy soil plant? Light			
				ounds of dry laundry processed per gallon of water: 5.16 gallons/lb.			
				(.19 lbs/gallon)			

Thank you for your cooperation.

Comp	any Name:	STERLING TE	XTILE SERV	ICES				
Addr	ess:	5909 Blair	Road, N.W.					
		Washington,	D.C. 200	11				
I.	Energy us	ed to heat wa	ter in you	r plant:				
	Type of e	nergy	Cost		Annual fuel cor	sumption		
(X)	Natural g	as	\$.43	per therm	307,000	therms (xxxxxxxx)		
()	Electrici	ty	\$	per kwh		kwh (or cost)		
()	Oil		\$	per gallon		gallons (or cost)		
II.	Information	on on hot wat	er load pr	ofile:				
	A. On av	erage, what i	s the temp	erature of th	e hot water used?	155 ^o f.		
	B. Daily	operating ho	ours: X	8 hours;	16 hours; 24 h	nours; hours.		
					typical day? 43			
				ing the day fo				
			AM	<u>PM</u>				
	12:00	- 1:00		parameters.				
	1:00	- 2:00						
	2:00	- 3:00	<u> </u>					
	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		1				
		typical day w 58,000			nd cold) volume of	water		
III.	Water hear	ting systems	used in yo	our plant:				
	() Ins	tantaneous bo	ilers					
	(X) Continuous heating with storage tanks							
	()		_					
	()							

īv.	Bui	lding	description:					
	Α.	Is yo	ur building					
		()	Owned?					
		()	Rented?				•	
		(X)	Leased?					
	В.	Total	square feet in	plant	65,000			
	С.	Numbe	r of stories	1				
	D.	Build	ing structure (n	nasonry	, frame, etc	.)M	asonry	
٧.	Bus	iness	cycle in a year.	()	No seasonal	variat	ion.	
			dicate the perce e sum of the mor					
	Jani	uary	8%		July		5%	
	Feb	ruary	7%		August	71	5%	
	Mar	ch	12%		September		8%	
	Apr	il	12%		October		8%	
	May		12%		November		8%	
	June	e	8%		December		7%	
VI.	(Op	tional)					
	Is	your p	lant primarily a	light	soil or hea	vy soi	l plant? <u>L</u>	.ight
	Ave	rage p	ounds of dry law	indry p	rocessed per	gallo	n of water:	

Comp	any Name:	NATIONAL LI	NEN SERVI	CE			
Addr	css:	354 Park St	reet				
		Jacksonvill	e, Florid	a 3	2202		
I.	Energy used	to heat wat	er in your	r pla	int:		
	Type of ene	rgy	Cost			Annual fuel co	nsumption
(X)	Natural gas		\$.28	per	therm	476,000	therms (XXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXX
()	Electricity		\$	per	kwh		kwh (or cost)
()	Oil		\$	per	gallon		gallons (or cost)
II.	Information	on hot wate	r load pro	ofile	e:		
	A. On aver	age, what is	the tempe	erati	re of t	he hot water used?	<u>170</u> ° _F .
						16 hours; 24	
	C. What is	the volume	of hot wat	ier i	sed in	a typical day? 72	,000 gallons.
	D. Indicat	e the peak h	ours duri	ng th	ne day f	or hot water:	
			AM	F	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	X	_			
	9:00 -	10:00		_			
	10:00 -	11:00		_			
	11:00 -	12:00		_			
		pical day who		tota	ıl (hot	and cold) volume o	f water
III.	Water heati	ng systems u	sed in you	ır pl	lant:		
	() Insta	ntaneous boi	lers				
	(X) Contin	nuous heating	g with sto	orage	tanks		
	()						
	()						

IV.	Bui	lding	g d	escription:	
	Α.	Is y	ou	r building	
		(X)		Owned?	
		()		Rented?	
		()		Leased?	
	B. C. D.	Numb	er	square feet in plant 57,915 of stories 1 ng structure (masonry, frame, etc.) Masonry .	
٧.	Ple	ase i	nd	ycle in a year. (X) No seasonal variation. icate the percentage of your total annual business volume by sum of the months' percentages should equal 100.0%.)	
	Jan	uary	_	July	
	Feb	ruary	_	August	
	Mar	ch	_	September	
	Apr	il	_	October	
	May			November	
	Jun	е	-	December	
VI.	(Op	tiona	1)		
	Is	your	p 1	ant primarily a light soil or heavy soil plant? Medium - Heavy	
	Ave	rage	рс	unds of dry laundry processed per gallon of water: 3.09 gallons/lb. (.32 lb/gallon)	•

Comp	any Name:	NEWAY TOWEL	AND UN	I FORM	COMPANY	*		
Addr	ess:	160 Ali Bab	a Avenu	e				
	-	Opa Locka,	Florida	3305	4			
Ι.	Energy used	to heat wat	er in yo	our pl	ant:			
	Type of ene	rgy	Cost			Annual fo	uel con	sumption
(X)	Natural gas		\$.	33 per	therm	2	82,000	therms (XXXXXXI)
()	Electricity		\$	per	kwh			kwh (or cost)
()	Oil		\$	per	gallon			gallons (or cost)
II.	Information	on hot wate	r load	profile	o:			
	A. On aver	age, what is	the ter	nperat	are of t	he hot water	used?	170 °F.
	B. Daily o	perating hou	rs:	8 ho	ırs;	16 hours; _	24 h	ours; 9-10 hours.
	C. What is	the volume	of hot v	vater i	used in	a typical day	y? 55.	000 gallons.
						or hot water		0
			AM]	PM			
	12:00 -	1:00			x			
	1:00 -	2:00			Х			
	2:00 -	3:00			Х			
	3:00 -	4:00			х			
	4:00 -	5:00			X			
	5:00 -	6:00		_				
	6:00 -	7:00		<u>-</u>				
	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	-				
		100 000	at is th		al (hot	and cold) vo	lume of	water
III.	Water heatin				lant:			
		ntaneous boi		•				
	(X) Contir	nuous hearin	2 With 9	storace	e tanks			
	,	nuous heatin						

IV.	Bu 1	ilding description:	
	Α.	Is your building	
		(X) Owned?	
		() Rented?	
		() Leased?	
	В.	Total square feet in plant 55,000	·
	С.	Number of stories	
	D.	Building structure (masonry, frame	etc.) Masonry .
.,	D	(Y) No 2000	onal maniables
٧.	bus	siness cycle in a year. (X) No seas	onal variation.
		ease indicate the percentage of your nth (the sum of the months' percentage	
	Jani	nuaryJuly	
	Feb	bruary Augus	
	Mar	rchSeptem	nber
	Apr	rilOctobe	er
	May	y Novem	per
	June	ne Decemb	oer
VI.	(Op	ptional)	
	Is	your plant primarily a light soil or	heavy soil plant?
	Ave	erage pounds of dry laundry processed	d per gallon of water:

Comp	any Name:	ARATEX SI	LCO			
Addr	ess:	401 Glen	Iris Drive			
		Atlanta,	Georgia 303	08		
Ι.	Energy use	ed to heat	water in yo	ur plant:		
					Annual fuel co	ncumption
(V)	Type of ci		\$.35	per therm	237,000	therms (%*XXXXXX)
	Natural ga			per kwh	237,000	kwh (or cost)
(X)		- y		per gallon	13,200	gallons (%xxxx%xx
II.	Informatio	on on hot w	water load p	rofile:		
			-		e hot water used?	160 °F.
						hours; 10 hours.
	C. What	is the volu	ume of hot w	ater used in a	typical day? 48	,000 gallons.
	D. Indica	ate the pe	ak hours dur	ing the day for	hot water:	
			AM	<u>PM</u>		
	12:00	- 1:00	-			e
	1:00	- 2:00		***		
	2:00	- 3:00	PC	X		
	3:00	- 4:00				
	4:00	- 5:00	Add to the second			
	5:00	- 6:00				
	6:00	- 7:00	X			
	7:00	- 8:00				
	8:00	- 9:00				
	9:00	- 10:00				
	10:00	- 11:00				
	11:00	- 12:00				
		ypical day	y what is th		nd cold) volume o	f water
111.	water heat	ing syster	ms used in y	our plant:		
	() Inst	antaneous	boilers			
	(X) Cont	inuous hea	ating with s	torage tanks		
	(x) Was	te water h	neat exchange	er		
	()					

IV.	Bui	lding description:	
	Α.	Is your building	
		(x) Owned?	
		() Rented?	
		() Leased?	
	В.	Total square feet in plant	68,000
	С.	Number of stories 2	·
	D.	Building structure (masonry,	frame, etc.) Masonry
٧.		iness cycle in a year. (X)	
			of your total annual business volume by ercentages should equal 100.0%.)
	Jan	uary	July
	Feb	ruary	August
	Mar	ch	September
	Apr	il	October
	May		November
	June	е	December
VI.	(Op	tional)	40% - light
	Is	your plant primarily a light	soil or heavy soil plant? 60% - heavy
	Ave	rage pounds of dry laundry pr	ocessed per gallon of water: .20 lb/gallon

	<u>Atlanta, Georg</u>	ia 3 <u>0</u> 301			
Ι.	Energy used to heat water	er in your	r plant:		
	Type of energy	Cost		Annual fuel cons	sumption
(X)			per therm		therms (XXXXXXXXXXX)
	Electricity		per kwh		kwh (or cost)
()	Oil	\$	per gallon		gallons (or cost)
II.	Information on hot water	r load pro	ofile:		
	A. On average, what is	the tempo	erature of the l	not water used?	170 °F.
	B. Daily operating hour	rs: X {	B hours; 16	hours; 24 h	ours; hours.
	C. What is the volume of				
			•		garrons.
	D. Indicate the peak he	ours du r 11	ng the day for h	not water:	
		\underline{AM}	<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	X			
	9:00 - 10:00				
	10:00 - 11:00				
	11:00 - 12:00				
	E. In a typical day who		total (hot and	cold) volume of	water
III.	Water heating systems us	sed in you	ır plant:		
	() Instantaneous boi	lers			
	(X) Continuous heating	g with sto	orage tanks		
	()				
	()				

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

Address:

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

IV.	Bui	lding description:						
	Α.	Is your building						
		(X) Owned?						
		() Rented?						
		() Leased?						
	В.	Total square feet in plant 84,000						
	C.	C. Number of stories <u>1 (with ½ bas</u> ement)						
	D.	Building structure (masonry, frame, etc.) Masonry.						
٧.	Ple	iness cycle in a year. (X) No seasonal variation. ase indicate the percentage of your total annual business volume by th (the sum of the months' percentages should equal 100.0%.)						
	Jan	Jary July						
	Feb	ruary August						
	Mar	ch September						
	Apr	il October						
	May	November						
	Jun	December						
VI.	(Op	tional)						
	Is	your plant primarily a light soil or heavy soil plant? Medium Soil						
	Ave	rage pounds of dry laundry processed per gallon of water: 3.87/gal	<u>lo</u> n/1b					
		(.25 lb/gal	lon)					

Comp	any Name: _	AMERICAN LI	NEN SERVI	CE		
Addr	ess:	P. O. Box 8	8829			
	_	Shreveport,	Louisian	a 71108		
Ι.	Energy use	ed to heat wa	ater in yo	ur plant:		
	Type of er	nergy	Cost		Annual fuel cor	nsumption
(y)	Natural ga			per therm	211,000	
	Electricit		\$	per kwh	211,000	kwh (or cost)
	Oil	,	\$	per gallon		gallons (or cost)
II.	Informatio	on on hot was	er load p	rofile:		
	A. On ave	erage, what	is the tem	perature of the	e hot water used?	160°F.
					6 hours; 24 h	
				,	typical day? 60	
				ing the day for		
	D. India	acc end point			. not water.	
	12:00	- 1:00	AM	<u>PM</u>		
	1:00					
	2:00			-		
	3:00					
				10000		
	4:00					
	5:00					
	6:00					
		- 8:00	X			
		9:00				
		- 10:00				
		- 11:00		-		
	11:00	- 12:00				
	E. In a t	ypical day w	hat is th	e total (hot ar	nd cold) volume of	water
	used?	80,000	_ gallons			
III.	Water heat	ing systems	used in y	our plant:		
	() Inst	antaneous bo	oilers			
	(X) Cont	inuous heat:	ing with s	torage tanks		
	()		J			
	()					

IV.	Bui	ilding description:	
	Α.	Is your building	
		(X) Owned?	
		() Rented?	
		() Leased?	
	В.	Total square feet in plant	16,640
	С.	Number of stories 1	
	D.	Building structure (masonry, f	frame, etc.) Metal .
٧.	Bus	siness cycle in a year. (X) No	seasonal variation.
		ease indicate the percentage of other (the sum of the months' percentage)	your total annual business volume by centages should equal 100.0%.)
	Jan	nuary	July
	Feb		August
	Mar		September
	Apr	-i1 (October
	May	,	November
	Jun	neI	December
VI.	(op	otional)	
	Is	your plant primarily a light so	oil or heavy soil plant?Heavy
	Ave	erage pounds of dry laundry prod	cessed per gallon of water:25 lb/gallon

Comp	any Name:	RENTEX CURPO	JRATION			
Addr	ess:	6101 Sherif	f Road			
		Capitol Hei	ghts, Mary	land 20743		
Ι.	Energy us	ed to heat wa	ter in you	r plant:		
	Type of e	nergy	Cost		Annual fuel cor	nsumption
(X)	Natural g	as	\$.39	per therm	270,000	therms (xxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxx
()	Electrici	ty	\$	per kwh		kwh (or cost)
()	Oil		\$	per gallon		gallons (or cost)
II.	Informati	on on hot wat	er load pr	ofile:		
	A. On av	erage, what i	s the temp	perature of the	hot water used?	150 ° _F .
					16 hours; 24 h	
	C. What	is the volume	of hot wa	iter used in a	typical day? 10	gallons.
	D. Indic	ate the peak	hours duri	ng the day for	r 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	X			
	9:00	- 10:00	Х			
		- 11:00				
		- 12:00	-			
				- /-		-
					nd cold) volume of	water
	used?	130,000	_ gallons.			
III.	Water hea	ting systems	used in yo	our plant:		
	() Ins	tantaneous bo	ilers			
	(X) Con	tinuous heati	ng with st	orage tanks		
	()					
	()					

RENTEX CORPORATION

IV.	Bui	lding description:	,	
	Α.	Is your building		
		() Owned?		
		() Rented?		
		(X) Leased?		
	В. С.	Total square feet in plant		
		Number of stories 1		
	D.	Building structure (masonry,	frame, etc.) <u>Masonry</u> .	
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%.)				
	Janu	uary	July	
	Feb	ruary	August	
	Marc	ch	September	
	Apr	il	October	
	May		November	
	June	2	December	
VI.	(Opt	tional)		
	Isy	your plant primarily a light	soil or heavy soil plant? <u>Heavy</u>	
	Ave	rage pounds of dry laundry pr	ocessed per gallon of water:31 lb/gallon	

Beltsville, Maryland 20705 I. Energy used to heat water in your plant: Type of energy	Comp	any Name: _	TEXTILEASE	CORPORATION	(Charlotte,	N.C. plant)	
I. Energy used to heat water in your plant: Type of energy	Address:		10733 Tucke	r Street			
Type of energy			Beltsville,	Maryland 2	0705		
(X) Natural gas	Ι.	Energy use	ed to heat wa	ter in your	plant:		
(X) Natural gas \$.54 per therm 70,000 therms (XXXXXXXX) () Electricity \$ per kwh kwh (or cost) () 0il \$ 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 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 11:00 - 12:00 X 11:00 - 12:00 X 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 ()		Type of er	nergy	Cost		Annual fuel co	onsumption
() Electricity	(X)			7	per therm	70,000	therms (%%XXXXXXX)
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:				\$	per kwh		kwh (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? 22,000 gallons. D. Indicate the peak hours during the day for hot water: MM	()	Oil		\$	per gallon		gallons (or cost)
B. Daily operating hours:	II.	Informatio	on on hot wat	er load pro	ofile:		
B. Daily operating hours:		A. On avo	erage, what i	s the tempe	erature of the	hot water used?	? 140 °F.
C. What is the volume of hot water used in a typical day?							
AM PM							
12:00 - 1:00							
12:00 - 1:00				АМ	PM		
1:00 - 2:00		12:00	- 1:00		X		
2:00 - 3:00		1:00	- 2:00				
3:00 - 4:00 4:00 - 5:00 5:00 - 6:00		2:00	- 3:00				
5:00 - 6:00		3:00	- 4:00				
6:00 - 7:00		4:00	- 5:00				
7:00 - 8:00		5:00	- 6:00	X			
8:00 - 9:00		6:00	- 7:00	X			
9:00 - 10:00		7:00	- 8:00	X			
10.93 - 11:00		8:00	- 9:00	X			
10.00 - 11:00		9:00	- 10:00	X			
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 ()		10.00	- 11:00	X			
used? 40,000 gallons. III. Water heating systems used in your plant: () Instantaneous boilers (X) Continuous heating with storage tanks ()		11:00	- 12:00	X			
<pre>() Instantaneous boilers (X) Continuous heating with storage tanks ()</pre>					total (hot an	d cold) volume o	of water
(X) Continuous heating with storage tanks ()	III.	Water heat	ing systems	used in you	ır plant:		
(X) Continuous heating with storage tanks ()		() Inst	antaneous bo	ilers			
()					orage tanks		
							,
		()					

IV.	Bui	ilding description:	
	Α.	Is your building	
		(X) Owned?	
		() Rented?	
		() Leased?	
	В.	Total square feet in plant _3	30,000
	C.	Number of stories	·
	D.	Building structure (masonry, f	frame, etc.) Masonry .
	mon	nth (the sum of the months perc	your total annual business volume by centages should equal 100.0%.) July
			August
	Marc		September
	Apr		October
	May		November
	June	ne I	December
VI.	(Op	otional)	65% Medium
	Is	your plant primarily a light so	oil or heavy soil plant?
	Ave	erage pounds of dry laundry prod	cessed per gallon of water: <u>. 26 lb/gall</u> on

Compa	any Name:	TEXTILEASE (CORPORATION	(Goldsboro,	N.C. plant)	
Address:		10733 Tucker	r Street			
		Beltsville,	Maryland 2	20705		
I.	Energy u	ised to heat wa	ter in your	plant:		
	Type of	energy	Cost		Annual fuel c	onsumption
(χ)	Natural	gas	\$.54	per therm	293,000	therms (xxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxx
()	Electric	city	\$	per kwh	4	kwh (or cost)
()	Oil		\$	per gallon		gallons (or cost)
II.	Informat	ion on hot wat	er load pro	file:		
	A. On a	everage, what i	s the tempe	rature of th	e hot water used	? <u>140</u> ° _F .
	B. Dail	y operating ho	urs: 8	hours;	16 hours; 24	hours; 10 hours.
	C. What	is the volume	of hot wate	er used in a	typical day?	52,300 gallons.
	D. Indi	cate the peak	hours durin	g the day fo	r hot water:	
			AM	РМ		
	12:0	00 - 1:00		X		
	1:0	00 - 2:00		X		
	2:0	00 - 3:00		X		
	3:0	00 - 4:00				
	4:0	00 - 5:00				
	5:0	00 - 6:00	X			
	6:0	00 - 7:00	X			
	7:0	00 - 8:00	X			
	8:0	00 - 9:00	X			
	9:0	00 - 10:00	X			
	10:0	00 - 11:00	X			
	11:0	00 - 12:00	X	-		
		typical day w		total (hot a	nd cold) volume	of water
III.	Water he	eating systems	used in you	r plant:		
	() In	istantaneous bo	ilers			
		ontinuous heati		rage tanks		
	()		Med. €	·		
	()					

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	y, frame, etc.) Masonry
٧.	month (the sum of the months'	of your total annual business volume by 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	t soil or heavy soil plant?35% Heavy
	Average pounds of dry laundry	processed per gallon of water:37 lb/gallon

Company Name:		_TEXTILEASE	CORPORATIO	N (Rocky Moun	t, N.C. plant)			
Address:		10733 Tucke	er Street					
		Beltsville	, Maryland	20705		*		
Ι.	Energy us	sed to heat w	ater in you	ır plant:				
	Type of c	energy	Cost		Annual fuel con	nsumption		
(X)	Natural g	gas	\$.54	per therm	134,000	therms (XXXXXXXXX)		
()	Electrici	.ty	\$	per kwh		kwh (or cost)		
()	Oil		\$	per gallon		gallons (or cost)		
II.	Informati	on on hot wa	ter load pr	cofile:				
	A. On av	erage, what	is the temp	perature of the	hot water used?	<u>160</u> ° _F .		
	B. Daily	operating h	ours:	8 hours;	16 hours; 24 1	nours; 10 hours. 4-day		
					typical day? 20			
	D. Indic	ate the peak	hours duri	ing the day for	r hot water:			
			AM	<u>PM</u>				
	12:00	1:00	-	X				
	1:00	2:00		X				
	2:00	3:00						
	3:00	- 4:00						
	4:00	5:00						
	5:00	0 - 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					
	E. In a typical day what is the total (hot and cold) volume of water							
	used?	37,000	gallons.					
III.	Water hea	ting systems	used in yo	our plant:				
	() Ins	tantaneous b	oilers					
	(X) Con	tinuous heat	ing with st	orage tanks				
	()							
	()							

IV.	Building description:					
	A. Is your building					
	(x) Owned?					
	() Rented?					
	() Leased?					
	B. Total square feet in plant	38,000 .				
	C. Number of stories					
	D. Building structure (masonry	, frame, etc.) Masonry .				
٧.		No seasonal variation. of your total annual business volume by percentages should equal 100.0%.)				
	January	July				
	February	August				
	March	September				
	April	October				
	May	November				
	June	December				
VI.	(Optional)	35% - Heavy				
	Is your plant primarily a light	soil or heavy soil plant? 65% - Medium				
	Average pounds of dry laundry p	processed per gallon of water:41 lb/gallon				

Comp	any Name:	TEXTILEASE	CORPORATIO	N (Wi	lmingto	on, N.C. plant)	
Addr	ess:	10733 Tucke	er Street				
		Beltsville,	, Maryland	2070	5		
Ι.	Energy us	sed to heat w	ater in yo	ır pla	nt:		
	Type of e	energy	Cost			Annual fuel co	nsumption
(X)	Natural g		\$.5	4 per	therm	149,000	therms (xxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxx
	Electrici		\$	per		113,000	kwh (or cost)
()	Oil		\$	per	gallon		gallons (or cost)
II.	Informati	on on hot wa	ter load p	rofile	:		
	A. On av	verage, what	is the tem	peratu	re of	the hot water used?	_140°F.
	B. Daily	operating h	ours:	8 hou	rs;	16 hours; 24	hours; 10 hours.
						a typical day? 2	es nec
						for hot water:	
		and pour		_			
			<u>AM</u>	<u>P</u>	<u>M</u>		
	12:00			-	Χ		
	1:00	2:00		_	Χ		
	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	Х				
	8:00	9:00	Х				
	9:00	- 10:00	X				
	10:00	- 11:00	X		}		
	11:00	- 12:00	X	_			
	E. In a	typical day	what is the	tota	l (hot	and cold) volume o	f water
	used?	47,000	gallons				
III.	Water hea	ting systems	used in ye	our pl	ant:		
	() Ins	tantaneous b	oilers				
	(X) Con	tinuous heat	ing with st	orage	tanks		
	()		-				
	()						

IV.	. Building description:	
	A. Is your building	
	(X) Owned?	
	() Rented?	
	() Leased?	
	B. Total square feet in plant	50,000 .
	C. Number of stories1	,
	D. Building structure (masonry,	frame, etc.) Masonry .
٧.	month (the sum of the months' pe	f your total annual business volume by
	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 pr	ocessed per gallon of water: .31 lb/gallon

Company Name:	INDUSTRIAL	UNIFORM AND	TOWEL		
Address:	6960 E. 12th St., P. O. Box 15798				
	Tulsa, Okla	homa 74112			
I. Energy u	sed to heat wa	iter in your	plant:		
			Filmon	1 6 1	
Type of		Cost	. 1	Annual fuel co	
(X) Natural			per therm	66,700	therms (XXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXX
() Electric () Oil	ity		per kwh		kwh (or cost)
() 011		Ą	per gallon		gallons (or cost)
II. Informat	ion on hot wat	er load pro	ofile:		
A. On a	verage, what i	s the tempe	rature of the	hot water used	? <u>160</u> °F.
B. Dail	4. days	ure. 8	hours: 1	6 hours: 2/4	hours; 12 hours.
C. What	is the volume	e of hot wat	er used in a	typical day? 2	28,000 gallons.
D. Indi	cate the peak	hours durin	ig the day for	hot water:	
		AM	PM		
12:0	0 - 1:00				
1:0					
2:0					
3:0					
4:0	0 - 5:00				
5:0	0 - 6:00				
6:0	0 - 7:00				
7:0	0 - 8:00	X			
8:0	0 - 9:00	X			
9:00	0 - 10:00	X			
10:00	0 - 11:00	X			
11:00	0 - 12:00	X			
E. In a	typical day w	hat is the	total (hot an	d cold) volume (of water
	? 50,000		,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,		
III. Water he	ating systems	used in you	r plant:		
() In:	stantaneous bo	oilers			
(X) Cor	ntinuous heati	ng with sto	rage tanks		
()					
()					

IV.	Bui	lding description:		
	Α.	Is your building		
		(X) Owned?		
		() Rented?		
		() Leastd?		
	В.	Total square feet in plant 40,000.		
	С.	Number of stories		
	D.	Building structure (masonry, frame, etc.) Masonry .		
V. Business cycle in a year. (XX) No seasonal variation. Please indicate the percentage of your total annual business volume month (the sum of the months' percentages should equal 100.0%.)				
	Jani	JulyJuly		
¥		ruary August		
	Marc			
	Apr	il October		
	May	November		
	June	December		
VI.	(Op	tional)		
	Is	your plant primarily a light soil or heavy soil plant?Heavy		
		rage pounds of dry laundry processed per gallon of water:		

Compa	any Name:	SILCO, INC.				
Address: 4317 Da		4317 Daley A	venue	A	<u>.</u>	
		N. Charlesto	on, S.C. 29	411		
Ι.	Energy used	to heat wate	er in your	plant:		
	Type of enc	rgv	Cost		Annual fuel con	sumption
(y)	Natural gas			er therm	55,200	therms (%%X%%%%)
	Electricity			er kwh	33,200	kwh (or cost)
	Oil			er gallon		gallons (or cost)
II.	Information	on hot water	r load prof	ile:		
					hot water used?	160 °F.
					hours; 24 h	
	C. What is	the volume of	of hot wate	r used in a t	ypical day? 9	,000 gallons.
	D. Indicat	e the peak ho	ours during	the day for	hot water:	
			AM	РМ		
	12:00 -	1:00		x		
	1:00 -	2:00		X		
	2:00 -	3:00				
	3:00 -	4:00				
	4:00 -	5:00				
	5:00 -	6:00				
	6:00 -	7:00	X			
	7:00 -	8:00	X			*
	8:00 -	9:00				
	9:00 -	10:00				
	10:00 -	11:00				
	11:00 -	12:00				
	-		at is the t	otal (hot and	cold) volume of	water
III.	Water heati	ng systems us	sed in your	plant:		
	(χ) Insta	ntaneous boil	lers			
	20.	nuous heating		age tanks		
		ndod5 ned£1ng		_		
	()					
	` '					

SILCO, INC.

ΙV.	Building description:	
	A. Is your building() Owned?() Rented?(X) Leased?	
	 B. Total square feet in plant C. Number of stories 1 D. Building structure (masonry, 	, frame, etc.) Masonry
٧.	month (the sum of the months' po	of your total annual business volume by ercentages 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
		rocessed per gallon of water:36 lb/gallon

Address: P. O. Box 3570 Kingsport, Tennessee 37664	Compa	any N	ame:	RENTAL UNI	FORM COM	PANY, INC.		
I. Energy used to heat water in your plant: Type of energy	Addr	ess:		P. O. Box	3570			
Type of energy				Kingsport	, Tenness	ee 37664		
Type of energy	Ι.	Ener	gv use	d to heat	water in	vour plant:		
(X) Natural gas \$.34 per therm 450,000 therms (XMXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXX						, , , , , , , , , , , , , , , , , , , ,		
() 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: AM								
() 0il							450,000	
II. Information on hot water load profile: A. On average, what is the temperature of the hot water used?			tricit	7				
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: AM PM	()	Oil			\$	per gallo	n	gallons (or cost)
B. Daily operating hours: <u>x</u> 8 hours; <u>16 hours</u> ; <u>24 hours</u> ; <u>hours</u> . C. What is the volume of hot water used in a typical day? <u>72,000</u> gallons. D. Indicate the peak hours during the day for hot water: AM PM	II.	Info	rmatio	n on hot w	ater load	profile:		
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		Α.	On ave	rage, what	is the t	emperature of	the hot water use	ed? <u>160</u> °F.
D. Indicate the peak hours during the day for hot water: AM PM		В.	Daily	operating	hours: _	X 8 hours;	16 hours;	24 hours; hours.
AM PM 12:00 - 1:00		C. '	What i	s the volu	me of hot	water used i	n a typical day?	72,000 gallons.
12:00 - 1:00		D.	Indica	te the pea	k hours d	uring the day	for hot water:	
12:00 - 1:00				v	AM	РМ		
1:00 - 2:00			12:00	- 1:00				
2:00 - 3:00			1:00	- 2:00				
3:00 - 4:00			2:00	- 3:00				
4:00 - 5:00 5:00 - 6:00 6:00 - 7:00 7:00 - 8:00			3:00	4:00				
6:00 - 7:00 7:00 - 8:00			4:00	5:00				
7:00 - 8:00			5:00	6:00				
8:00 - 9:00x			6:00	7:00				
9:00 - 10:00			7:00	- 8:00	X	-		
10:00 - 11:00 x 11:00 - 12:00 x E. In a typical day what is the total (hot and cold) volume of water used? 100,000 gallons.			8:00	9:00	X	-		
E. In a typical day what is the total (hot and cold) volume of water used? 100,000 gallons.			9:00	- 10:00	X			
E. In a typical day what is the total (hot and cold) volume of water used? 100,000 gallons.			10:00	- 11:00	X			
used? 100,000 gallons.			11:00	12:00	X			
III. Water heating systems used in your plant:							t and cold) volume	e of water
The second disease and pour plant.	III.	Wate	r heat	ing system	s used in	your plant:		
() Instantaneous boilers		()	Inst	intaneous	boilers			
(X) Continuous heating with storage tanks		(X)	Cont	inuous hea	ting with	storage tank	s	
()		()					_	
()		()						

IV.	Building description:	
	A. Is your building	
	(X) Owned?	
	() Rented?	
	() Leased?	
	B. Total square feet in p	plant 100,000 .
	C. Number of stories	1
	D. Building structure (ma	asonry, frame, etc.) Masonry.
٧.	Business cycle in a year.	(X) No seasonal variation.
		ntage of your total annual business volume by ths' percentages should equal 100.0%.)
	January	July
	February	
	March	
	April	0 1
	May	November
	June	December
VI.	(Optional)	
	Is your plant primarily a	light soil or heavy soil plant? Heavy
		ndry processed per gallon of water:

Comp	any Name:	TEXAS INDUST	RIAL SERVI	CES, INC.		
Addr	ess:	3047 E. Comm	erce St.			
		San Antonio,	Texas 782	20		
Ι.	Energy us	ed to heat wa	ter in your	plant:		
	Type of e	nergy	Cost		Annual fuel co	nsumption
(x)	Natural g	as	\$.37	per therm	247,000	therms (%\fx\%\s\t)
()	Electrici	ty	\$	per kwh		kwh (or cost)
()	Oil		\$	per gallon		gallons (or cost)
II.	Informati	on on hot wate	er load pro	ofile:		
	A. On av	erage, what is	s the tempe	erature of the	e hot water used?	190°F.
					16 hours; 24 1	-
	C. What	is the volume	of hot wat	er used in a	typical day? 28	.000 gallons.
						garrons.
	D. Indic	ate the peak l	nours durin	ng the day for	r hot water:	
			AM	<u>PM</u>		
	12:00	- 1:00	1/		1	
	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	A		
	10:00	- 11:00				*
		- 12:00				
	E. In a	typical day wł	nat is the	total (hot as	nd cold) volume o	f water
	used?	64,000	gallons.			
III.	Water hea	ting systems (sed in you	ır plant:		
	() Ins	tantaneous bo	lers			
		tinuous heatir		orage tanks		
	()		-		*	
	()					
	` ′ —					

LV.	Building description:	
	A. Is your building	
	(X) Owned?	
	() Rented?	
	() Leased?	
	B. Total square feet in plant	32,000
	C. Number of stories 2 partia	.1
	D. Building structure (masonr	ry, frame, etc.) Masonry .
٧.	Business cycle in a year. (X	
		e of your total annual business volume by percentages should equal 100.0%.)
	January	July
	February	August
	March	September
	April	October
	May	November
	June	December
ΊI.	(Optional)	
	Is your plant primarily a ligh	nt soil or heavy soil plant?Heavy
	Average pounds of dry laundry	processed per gallon of water: .12 lb/gallon

Comp	oany Name:	TEXTILEASE CO	RPORATION	(Richmond	<u>, V</u> a. plant)	
Addr	ess:	10733 Tucker	Street	1)		
		Beltsville, M	aryland	20705		
Τ.	Energy u	sed to heat wat		r plant:		
	,				A 1	
(V)	Type of		Cost		Annual fuel co	
	Natural		\$.54	per therm	75,000	therms (XXXXXXXX)
	Electric	ıty	\$	per kwh		kwh (or cost)
()	Oil		\$	per gallon		gallons (or cost)
II.	Informat	ion on hot wate	r load pr	ofile:		
	A. On a	verage, what is	the temp	erature of the	hot water used?	140 °F.
	B. Dail	y operating hou	rs:	8 hours; 1	6 hours; 24	hours; 10 hours.
					typical day?	
						19,000 garrons.
	D. Indi	cate the peak h	ours duri	ng the day for	hot water:	
			AM	<u>PM</u>		
	12:0	0 - 1:00		X		
	• 1:0	0 - 2:00		_X		
	2:0	0 - 3:00		X		
	3:0	0 - 4:00				
	4:0	0 - 5:00				
	5:0	0 - 6:00	X	-		
	6:0	0 - 7:00	X			
		0 - 8:00	X			
		0 - 9:00	X			
		0 - 10:00	X			
		0 - 11:00	X			
	11:0	0 - 12:00	X			
	E. In a	typical day wh	at is the	total (hot an	d cold) volume o	of water
	used	?35,000	gallons.			
III.	Water he	ating systems u	sed in yo	ur plant:		
	() In:	stantaneous boi	lers			
		ntinuous heatin		orage 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 .
٧.	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 Scptember
	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:

7			,		
Company Namo	SANI-CLEAN	SERVICES		<u>.</u>	
Address:	P. O. Box	38			
	Henderson,	Kentucky 4	12420		
I. Energy	used to heat wa	ater in you	r plant:		
		(V2	•		
	energy	Cost		Annual fuel c	
(X) Natural			per therm.	113,500	therms (XXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXX
() Electri	city	\$	per kwh		kwh (or cost)
() 0il		\$	per gallon		gallons (or cost)
II. Informa	ition on hot wa	ter load pr	ofile:		
A. On	average, what	is the temp	erature of the	e hot water used	? 140 °F.
B. Da	ily operating h	ours:	8 hours;	16 hours; 24	hours; 10 hours.
C. Wha	at is the volume	e of hot wa	ter used in a	typical day?	20,000 gallons.
	dicate the peak				
	•				
10.	1.00	<u>AM</u>	<u>PM</u>		
	:00 - 1:00				
	2:00				
	3:00 - 3:00				
	:00 - 4:00	3			
*	:00 - 5:00	-			
	6:00				
	7:00	X			
	:00 - 8:00				
	:00 - 9:00				
	:00 - 10:00		-		4
	00 - 11:00				
11:	00 - 12:00				
E. In	a typical day v	what is the	total (hot a	nd cold) volume	of water
use	6d? 50,000	gallons.			
III. Water h	neating systems	used in yo	ur plant:		
()	Instantaneous bo	oilers			
	Continuous heat:		orage tanks		
()					
. / -					

IV.	Buildi	g description:
	A. Is	your building
	()	Owned?
	() Rented?
	() Leased?
		al square feet in plant 50,000 .
		ber of stories
	D. Bu	lding structure (masonry, frame, etc.) Masonry .
V.	Please	s cycle in a year. (X) No seasonal variation. indicate the percentage of your total annual business volume by the sum of the months' percentages should equal 100.0%.)
	Januar	July
	Februa	Y August
	March	September
	April	October
	May	November
	June	December
۷I.	(Optio	al)
	Is you	plant primarily a light soil or heavy soil plant? Heavy
	Averag	pounds of dry laundry processed per gallon of water:33 lb/gallon

Comp	any	Name: DIO	CKIES WORK	CLOTHES	RENTA	L SERVI	CE				
Addr	ess:	24	ll Sullivan	Road							
			llege Park,	Georgi	a 3033	7					
Ι.	Ene	rgy used t	to heat wat	er in yo	our pl	ant:					
	Тур	e of energ	<u>37</u>	Cost			An	nual fue	l consump	otion	
(X)	Nat	ural gas		\$.3	6 per	therm		75,000	the	erms (XXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXX	
()	Ele	ctricity		\$	per	kwh			kwh	n (or cost)	
()	Oil			\$	per	gallon			gal	llons (or cost)
II.	Inf	ormation o	on hot wate	r load p	profil	e:					
	Α.	On averag	ge, what is	the ter	mperat	ure of 1	the hot	water us	sed?1	60_°F.	
	В.	Daily ope	erating hou	rs:	_ 8 ho	urs;	_ 16 ho	urs;	24 hours	s; <u>12</u> hours.	
	С.	What is t	the volume	of hot v	water	used in	a typi	cal day?	5,000	gallons.	
	D.	Indicate	the peak h	ours du	ring t	he day	for hot	water:			
	υ.	Indicacc	the peak ii		_		101 1101	water.			
		10.00	1 00	<u>AM</u>	,	PM —					
			1:00								
			2:00								
			3:00		1.	X					
			4:00			X					
ŧ			5:00		3						
		5:00 -	6:00								
		6:00 -	7:00	X)-						
		7:00 -	8:00	X							
		8:00 -	9:00		:					×	
•		9:00 - 1	10:00								
		10:00 - 1	1:00								
		11:00 - 1	2:00		į.						
	Ε.		ical day wh			al (hot	and co	ld) volum	me of wat	er	
III.	Wat	er heating	g systems u	sed in y	your p	lant:					
	() Instant	aneous boi	lers							
	(X) Continu	ous heatin	g with s	storag	e tanks					
	()			O						
	()		,							

i	A. Is your building	
	() Owned?	
	() Rented?	
	(x) Leased?	
	B. Total square feet in plant	20,000 .
	C. Number of stories1	
1	D. Building structure (masonry,	frame, etc.) Masonry .
1	Business cycle in a year. (X) No Please indicate the percentage of month (the sum of the months' per	your total annual business volume by
i i	January	July
	February	August
7	March	September
v	April	October
,	May	November
	June	December
VI.	(Optional)	
	Is your plant primarily a light s	soil or heavy soil plant? Light
	Average pounds of dry laundry pro	ocessed per gallon of water:3