

Reusable Textiles

NEWSLETTER OF THE AMERICAN REUSABLE TEXTILE ASSOCIATION

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Calendar

Sept. 24-28—ASHES Annual Conference & Exhibition, Opryland Resort & Convention Center, Nashville, Tenn.; 312/422-3860 or register online at www.ashes.org.

Oct. 22-28—NAILM Fall American Laundry & Linen College, EKV Campus, Richmond, Ky; 800/669-0863

Nov. 9-10—ARTA/TRSA 2006 Healthcare Seminar, Aladdin Resort, Las Vegas; Bill Mann, 877/770-9274.

Nov. 11-14—International Hotel/Motel & Restaurant Show, Javits Convention Center, NY, NY; George Little Management., 914/421-3346.

Dec. 4-6—2006 CDC National Environmental Public Health Conference, "Advancing Environmental Public Health: Leadership, Science, Practice, and Innovation," Atlanta, Ga. www.cdc.gov.

June 11-14, 2007—CLEAN '07, Las Vegas Convention Center, Las Vegas; John Riddle, 404/876-1988.

ARTAFacts

Las Vegas Site for 2006 Healthcare Seminar

TRSA and ARTA Host Two-day Conference at the Aladdin Resort

Nov. 9-10 are the dates for the upcoming biennial ARTA/TRSA Healthcare Seminar. The event will be hosted at the Aladdin Resort and Casino.

ARTA continues to support and promote this conference because it is committed to help members stay abreast of any issues, challenges and advances affecting manufacturers, suppliers and operators in the textile maintenance industry.

The seminar program is still in development but will include presentations by industry experts in processing, marketing and sales, including presentations by ARTA members Brad Bushman of Standard Textile and Steve Tinker of Gurtler Chemical Co.

Day One

On Nov. 9, attendees will hear from keynote speaker Richard Flint who will talk on, "The Psychology of Creating a Presence of Value."

Next, Glen Phillips will compare the revenue and expenses of all healthcare textile service operations, including OPLs, central laundries, COG and textile rental.

Two sets of breakout sessions follow lunch and will explore a range of topics including benchmarking, linen distribution and control, and competing with disposables and microfiber mops.

Day one concludes with two



The 2006 Healthcare Seminar is scheduled at the Aladdin Resort and Casino in Las Vegas. Make your reservations by Oct. 9 to secure the best room rate.

Look for ARTA Election Ballot in the Mail

IT'S TIME TO VOTE! Remember to exercise your right to select ARTA's new slate of officers and board of directors. Your ballot is in the mail; please review the list of candidates, vote and return your ballot promptly.

This is an unusual election year for ARTA in that most of the officer positions are open and, in addition, there several board seats open. Results of the election will be announced at the Fall Meeting in November and new officers and board members will officially begin their two-year terms at the Clean Show in 2007.

This is an exciting time for ARTA. The membership has grown over the past decades, finances are solid, and there is more opportunity than ever for reusable textiles.

Please exercise your right to vote and help forge a stronger textile maintenance industry. Questions? Email ARTA President Don Pedder at donaldpedder@comcast.net. ☆

Volume 8, No. 4

Reusable Textiles

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Officers

President: Donald Pedder

847/652-3041

Past President: Greg Gurtler

Gurtler Industries, 708/331-2550

1st Vice President: Grace Howe

Tegs Ltd., 818/879-8885

2nd Vice President: Brad Bushman

Standard Textile Co., 513/761-9255

Treasurer/Secretary: Robert Hewett

ARAMARK, 630/271-1300

Directors

Maurice Baetens

M. Baetens & Assoc., 519/641-4555

Roger Cocivera

TRSA, 703/519-0029

Thomas Egebrecht

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Working to create greater awareness, appreciation and acceptance for reusable textiles

Healthcare Seminar (cont.)

general sessions on energy usage and legislative issues.

Day Two

Day two of the seminar includes a look at the new Healthcare Laundry Accreditation Council, an independent organization that began from the efforts of TRSA's Healthcare Committee to develop guidelines for healthcare textile processing.

Afterward, a third set of breakout sessions will examine controlling energy costs in the plant, setting up an OR pack room, antimicrobial fabrics and trends in the healthcare linen industry.

Attendees will receive a continental breakfast on both days and a lunch on Nov. 9. A welcome reception at 6 p.m. on Nov. 9 also is included in the price of registration.

Whether you are manufacturer, supplier or operator, the conference has something for everyone involved in serving the healthcare market. For a preview of the entire conference schedule, turn to page 3.

Seminar Costs

The seminar cost is \$399 for a TRSA and ARTA member company's first attendee and \$349 for each additional attendee. Healthcare professionals may attend as guests for \$349. Non-members pay \$474.

NOTE: Industry suppliers are provided an information table during the seminar's Industry Update Fair on Nov. 9.

TRSA has negotiated a discounted rate at the Aladdin of \$139 per night. Call the Aladdin directly at 877/333-9474 and reference group code ATEXT. Rooms should be reserved by Oct. 9 to secure the seminar rate.

For more information, contact TRSA's Bill Mann at bmanna@trsa.org.

Fast Facts on ARTA/TRSA Seminar in Las Vegas



WHAT: 2006 ARTA/TRSA Healthcare Seminar

WHERE: Aladdin Resort & Casino
Las Vegas

WHEN: Nov. 9-10, 2006

COST: **SEMINAR**
First Company Attendee
\$399.00 per individual (additional at \$349)

Guests/Healthcare Professionals
\$349.00 per individual

Nonmember Attendee
\$474.00 per individual

ROOM RATE

\$139, if reserved by Oct. 9
Group Code is ATEXT
877/333-9474

CONTACT: Bill Mann/TRSA
703/519-0029
Visit www.arta1.com or www.trsa.org
to download registration forms.

NOTE: Industry suppliers are provided an information table available to attendees during the seminar's Industry Update Fair on Nov. 9. Registration includes two continental breakfasts, one lunch and a full reception. ☆

ARTA Fall board Meeting Planned for Nov. 8

THE ARTA board of directors will meet prior to the 2006 Healthcare Seminar on Nov. 8 at the Aladdin Resort in Las Vegas.

Top of the agenda will be results of the 2006 election for new officers and the board of directors. In addition, the board will

review plans for its traditional member breakfast and exhibit space at Clean 2007.

In addition, ARTA's Strategic Task Force Committee will present its recommendations on the future focus and direction of the association. ☆

ARTA Welcomes New Members

JOINING ARTA recently are the following companies and individuals:

Curtain Doctor, 225 Gravel Hill Rd., Philadelphia, PA, 19006. Contact: William Satz, 215/801-7720, wsatz2@comcast.net.

NISH, 448 Bill Jones Rd., Jonesborough, TN, 37659. **Contact:** **Shane Woodson**, 571/246-4467, swoodson@nish.org.

Carillion Laundry Service, 2823 Franklin Rd. SW #3, Roanoke, VA, 24014. Contact: Eric Frederick, 540/224-3103, efredrick@carillion.com.

George Courey, Inc., 1300 Alness St., Unit #3, Concord, ON, Canada, L4K2W6. Contact: Scott Eveland, 905/669-1551, fax 905/669-2509, for email seveland@georgecourey.com, www.georgecourey.com. ☆

Tentative Conference Schedule for 2006 TRSA/ARTA Healthcare Seminar

Nov. 9-10, Aladdin Resort & Casino, Las Vegas

Registration forms are available at www.trsa.org and www.arta1.com

Thursday, Nov. 9

7:00 - 8:00 AM	Continental Breakfast	
8:00 - 8:15 AM	Welcome/Introductions:	David Stern, President & CEO, Paris Companies
8:15 - 10:00 AM	Keynote Address:	Richard Flint, "The Psychology of Creating a Presence of Value"
10:00 - 10:15 AM	Coffee Break	
10:15 - Noon	General Session I	Glen Phillips, Central, Commercial (COG), Rental, Hospital & Nursing Home Laundries: 2006 Comparative Operating Revenues & Expense Profile for the Healthcare Textile Maintenance Industry
Noon - 1:00 PM	Lunch	
1:00 - 2:00 PM	Breakout Sessions I	A. What You Need to Know to get into the Retail Medical Market B. Micro-fiber Mops Marketing, Processing & Control C. TRSA Industry Performance Benchmarks (2005 Data) D. Current Trends in the Healthcare Linen Industry
2:00 - 3:00 PM	Breakout Sessions II	A. Reusable Surgical Textiles - Processing & Marketing B. "Why I Closed my OPL and Chose a Commercial Laundry" C. Linen Distribution and Control D. Doing Business with the Government
3:00 - 3:30 PM	Break	
3:30 - 4:30 PM	General Session II	Energy: How Hospitals Do Not Look at Energy Costs
4:30 - 5:00 PM	General Session III	Governmental Issue Update
6:00 - 7:30 PM	Reception	

Friday, Nov. 10

7:00 - 8:00 AM	Continental Breakfast	
8:00 - 9:30 AM	General Session IV	Healthcare Laundry Accreditation Council (HLAC) Why Laundries Need To Have Accreditation w/Panel Discussion
9:30 - 10:00 AM	Coffee Break	
10:00 - 11:00 AM	Breakout Sessions III	A. Lowering Washroom Costs - Chemicals & Energy B. Setting-up an OR Packroom C. Antimicrobial Fabrics for Healthcare
11:00 - Noon	General Session V	Panel Discussion: Challenge of Closing a Hospital OPL Successes and Failures
Noon	Closing Remarks & Adjournment	



Convergent Paths...

The hospitality and healthcare markets may soon converge on the issue of infection control

By Brad Bushman, ARTA 2nd Vice President

For those ARTA members who serve hospitality and healthcare markets, it has always been a challenge to handle the divergent needs of those clients. Equipment manufacturers developed small, user-friendly hospitality washers, sheet sizes were adjusted to King and Queen, the chemistry used was adjusted for lower temperature washing, and the laundry learned to accommodate differing expectations for the type and quality of linen needed (even for something as simple as what was considered “white”).

As different as they are, I believe the paths of these two markets will converge in the area of infection control. Whether it is the patient in a hospital or the guest in a hotel room, a premium will be placed on instilling a sense of “well being” to the occupant. The customer will demand this and the demand will be driven by unfolding current events that include an increased awareness of infectious diseases like SARS, AIDS, and hepatitis, but more specifically, dust mite infestations in hotels and MRSA outbreaks in healthcare facilities.

On the disturbing side of this issue is the recent \$17 million verdict against labor union UNITE HERE for insinuating in a mass mailing that the linen processed for Sutter Health was putting the public at risk. It is going to be a challenge for us to deal with the real threats (Have I mentioned pandemic planning yet?), let alone these political and legal ones.

Issue of infection control demands proactive planning

The opportunity that faces us is to embrace the concept of a “hygienic” product and service. If there ever was a time to be proactive, this is it. I believe it’s not “if” but “when” the issue of infection control will rear its head. There may not be a pandemic, but there will likely be some event the media will promote that fuels the emotional fires of public concern. Or it’s even more likely that we will witness an aggressive advertising campaign on this issue developed by industry market leaders.

I made a conscious decision to use the word hygienic because it has a fairly vague connotation and its definition, “tending to promote or preserve health,” is open for interpretation. Therefore, further definition relative to the development of specific claims for the products and services being offered is possible. In addition to the term hygienic, there are other options, which include producing a sterile or disinfected product. Claims for these two characteristics have been quantitatively defined in U.S. standards by AAMI and, with some effort, substantiation should be possible.

Companies and their customers can benefit from “well being”

I encourage all of you to be proactive and incorporate the concept of hygienic products and services in your operations and market planning. In doing so, not only can you provide patients and guests with a sense of “well being,” but you can also position your company for any potential future financial gain. ☆

Resources

Read All About It

- **“Wet & Dry,”** (*ATC Review*, June 2006)—Writer Maria C. Thiry reviews the latest advances in waterproofing and breathability that work to keep consumers dry and comfortable.
- **“EDANA Tackles Infection Control,”** (*Nonwovens Industry*, May 2006) —The International Association for the Nonwovens and Related Industries (EDANA) held its first infection control conference in Prague last March. The conference featured 15 speakers with sessions ranging from emerging infections to the critical role of nonwovens in preventing infection and marked an important step forward in strengthening partnerships between industry, healthcare institutions and national/international organizations.
- **“Strategies for Containing MRSA and Other MDROs,”** (*APIC News*, Summer 2006)—Judene Bartley and Russell Olmsted review strategies for battling and containing methicillin-resistant *Staphylococcus aureus* (MRSA). They caution against a one-size-fits-all approach.
- **“Martex on Mission as Textile Recycler,”** (*International Fiber Journal*, June 2006)—Writer Michael Cole provides an overview of Martex Fiber Southern Corp, a 35-year-old, recycle-minded company that is aggressively pursuing green strategies to growth. The company operates exclusively in the U.S. and produces open-end cotton-blended yarns made with recycled cotton. The company reprocesses seamer waste, table cuttings and other remnants.
- **“State of the Industry,”** (*Industrial Fabric Products Review*, May 2006)—Writer Heather Mattson reviews the state of the textile industry. She says since the end of global textile quotas, U.S. end-product manufacturers have gained some ground. For U.S. textile producers, a focus on specialty fabrics and a spate of emerging trade agreements are creating a more positive outlook. ☆

MemberFocus

Are You Prepared for Any Disaster?

These resources provide help with plans to assure that your company and its employees weather any catastrophic event.

There's a major fire at one of your facilities that shuts down operations for weeks. A Category 5 hurricane devastates your city and the surrounding areas; you are shut down and so are your customers. The dreaded flu pandemic arrives, everyone quarantines themselves in their homes and business virtually comes to a halt. But hospitals needs are greater than ever.

These are just a few examples of possible crisis scenarios. Advanced planning on how your organization will respond to an emergency can mean the difference between protecting the integrity of your company or compromising your corporate reputation and jeopardizing your business operations.

Every business should have a crisis plan in place that has been reviewed and is understood by its management team and employees. In fact, the Joint Commission on Accreditation of Hospitals (JCAHO) now requires hospitals to have and proactive disaster plans.

It's wise to periodically review your company's emergency plans. The following organizations and agencies offer guidelines and recommendations for developing disaster plans. ☆



A photo (left) of Hurricane Katrina taken in Magee, Miss., where the eye of the storm passed. Magee is 150 miles north of Waveland, Miss., where the Hurricane made land fall.

The tidal wave (below) was approximately 35 to 40 feet high when it slammed into the beach-front communities of Bay Saint Louis and Waveland to completely destroy 99% of every structure along the beach for 9 miles and more than a mile inland.



Emergency Planning Resources

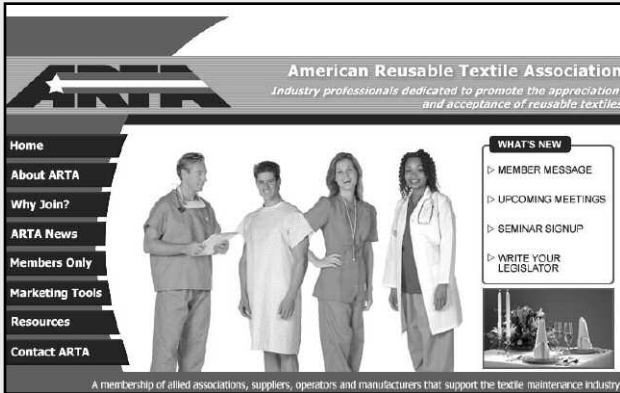
- **American Society for Healthcare Environmental Services**
"ASHES Recommended Practice Series Two: Disaster Readiness and Recovery." For more information: 312/242-2626 or www.ashes.org.
- **Joint Commission on Accreditation of Hospitals**
"JCAHO's Emergency Management Standards," audioconference presented Dec. 5, 2005, \$239. For more information: www.jcaho.org.
- **U.S. Department of Labor, OSHA**
"How to Plan for Workplace Emergencies and Evacuations." For more information or to download free brochure: www.osha.gov/publications.
- **U.S. Department of Homeland Security**
"Every Business Should Have a Plan" This brochure is free of charge in pdf format from the department's website at www.ready.gov.

ARTA Brochure and DVD: Important Tools to Promote Reusable Textiles

- **Reusable Textiles—The Responsible Solution**, ARTA's publication about the benefits of reusable textiles for healthcare providers, has been written and produced by the Life Cycle Assessment Committee, a joint effort of CRTA, ARTA, and IAHTM. Each ARTA member receives one copy for no charge; additional copies are \$2 each (\$5 nonmember), tax and shipping included.
- **ARTA DVD—"Reusable Textiles: The Responsible Choice"** for long-term care and acute-care facilities. ARTA has taken its videos that feature nursing home and hospital staff members promoting the comfort, cost, and environmental benefits of using reusable incontinence products and converted them to DVD format. As a result, members have the same excellent content available in an updated format and at a reduced price. Member price is **\$75** (\$150 nonmember), tax and shipping included. To purchase the ARTA DVD or brochure, send check or money order payable to ARTA at P.O. Box 1053, Mulberry, FL 33860-1053. ☆



ARTA Seeks Article Submissions for Website 'Resources' Section



ARTA SEEKS YOUR suggestions for content in our Resources section of the website. If there is an article or a web-

site link you think should be listed as a reference for others, please forward it to njenkins@artal.com for review. ☆

Want to Receive this Newsletter via Email?

IF YOU WOULD like to receive *Reusable Textiles* electronically, make sure you have updated and included your email address in our database.


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

Need your Member ID?

The primary contact at your organization (the person who approves payment of ARTA dues) was sent the member ID for your company. Questions? Contact Nancy Jenkins at njenkins@artal.com.

ARTA will begin distribution of its newsletter electronically (via email) in 2006. You can also access current and past issues of the newsletter on our website. ARTA will continue to publish and mail hard copies of the newsletter for the time being. ☆



Printed on recycled paper. 

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