

Jan. 25, 2007



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### Presentation to CARB by Jack Alquist

I own & represent Guild Clr., Guild Clr. Wine Ctry., Village Clr. in Lodi & Stockton.

I have been working in the Industry for over 40 years.

I am a Past Pres. & Chairman of the Board of IFI.

I Co-Chaired the IFI committees that wrote the world wide "Certified Environmental Drycleaner & Certified Professional Drycleaner" programs – a 2 year process.

I am the 5<sup>th</sup> Drycleaner in the world to use silicone based "Green Earth".

I ONLY represent Guild Clr., Guild Clr. Wine Ctry. & Village Clr. – No one else.

I have \$31.2 mil. reasons plus, at least another \$15 mil. (almost all insurance funded) in settlement, attorneys & consultants for ground & ground water pollution, to not have PCE plus the 20 years of my life it took to resolve.

Oct. '06 I replaced 1 of our 2 original Green Earth machines with a state of the art Green Earth machine – environmentally, operator, cleaning capability the best & most idiot proof I've ever seen.

I started looking for this technology in '83 to use PCE, Valclene, or anything that would clean – I was looking for technology.

This happened in 7 years since Green Earth's intro to the Industry only because of Green Earth's extensive environmental testing, R & D, & a devoted working relationship with the equip. manufactures / additive (detergent) companies.

**The need for infrastructure is recognized by Green Earth.**



In 50 years this group effort has not happen with PCE, Petroleum, or anything else (maybe CO2, but that is priced out of my market).

My current experience shows this group effort process is NOT happening with water.

Jan. 2, '07 I started hybrid Wet Cleaning – I really like it – **Today it's a supplement not a substitute.**

6 ingredients are needed to make Wet Cleaning work on “Dry Clean Only” items.

- 1) technology of washer & dryer.
- 2) additives to make the water be friendly & work safely.
- 3) proper programming of the washer to make the additives function right.
- 4) careful sorting of garments to wash.
- 5) extreme management of the drying process.
- 6) **tension finishing (pressing) & preferably with Air Boards.**

No one talks about finishing, but it is the final key.

**Conventional equipment will not work.**

Take anyone of these 6 ingredients out of the equation & Water Fails.

Tension Finishing must be achieved first to keep the horse in front of the cart.

Wet Cleaning is expensive & not as forgiving to operate as Silicone.

Water mismanaged will ruin garments instantly.

Additives for Wet Cleaning are 5 to 10 times more expensive than the cost of silicone used plus additives.

Labor to sort wet cleaning & drying is much greater than labor for Silicone, probably add 25% labor.

We're too new to the game to tell but, **spotting labor** is probably less.

Wet Cleaning energy costs (washer & dryer) will probably be a little less expensive than Silicone, but it's too new to be accurate.

About 20% more space is needed vs. our new cleaning machine – more rent.

There is the cost of new required tension finishing (pressing) equip.

Capital out lay for Tension Pressing equip. – \$45k to \$60k minimum

– pants tension unit, upper garment tension unit, & 1 air board, not counting existing utility press.

\$20-\$25k – washer & dryer.

Start up additive costs – \$2k Wet Cleaning supplies.

I've borrowed \$200k in the last 15 months— \$65k Green Earth machine, & \$135k to make hybrid Wet Cleaning work.

The COST to TRAIN Wet Cleaning, Drying, & **Finishing**

None of this is provided by the manufactures, additive people, or equip. distributors for free. Some of this training is not available period.

\$860 for 8 hours in house to review washing programs & train.

NO written material covering programs or training. NO fallback to retrain.

\$1500 for 10 hours in house training on an Upper Garment Tension Finisher for 2 separate days.

NO written program, only verbal. NO fallback to retrain.

NO training or written material **available** for the Pant Tension Finisher or programing.

NO training or written material **available** for Air Board finishing.

I wrote my own curriculum. A 12 month project to write & institute.

The **Infrastructure** is not here. The equipment is hard to get & install.

Instant reduction of air pollution from Drycleaners is easy. AIR BOARDS & TENSION FINISHING EQUIP.

Reduce boiler exhaust by using 20% to 40% less therms per day.

That's real costs for Guild Clrs. & Guild Clrs. Wine Ctry. respectfully for the last 15 months.

Village Clrs. press shop reduced gas & electric consumption by 70% for the last 2 months. It's a different hybrid concept.

I applaud your action to rid the Industry of PCE.

Most every regulator I've met treats PCE as if it were extremely dangerous.

It carries a stigma that we will not correct.

I'm proof to you that this combination of Green Earth & hybrid Wet Cleaning works. We process garments in silicone & water we never could before. We use the best process or both. **Roughly 65% Green Earth & 35% Wet Cleaning.**

**Please be careful on how you treat the alternatives that make PCE go away.**

Jan. 25, 2007

Any Board member or staff desiring to see this technology operate are more than welcome to visit. We will have to schedule this by appointment, preferably on Mon. or Tues. morning. Call Jack Alquist at 209-368-2414. The location is Guild Cleaners, 17 S. Church St., Lodi. The hybrid press shop is in Stockton.