



NEWSLETTER

March 2014

PENNY WISE AND POUND FOOLISH

Many of us in the dry cleaning and laundry industry are complaining of the current lack of quality in our availability of the supplies we use in our plants. Case in point is the fact that we used to have a manufacturer in Ontario who made wire hangers for our industry. Distributors chose to market a cheaper priced hanger from Asia which resulted in the Ontario plant closing down its operations. It did not take long for the price of these imported hangers to rise in cost. As well, the quality of these imported products was poor and below standard. The dry cleaner had no choice now, but to accept what they are receiving or not have any product at all. Hopefully, there still may be alternatives. One may be able to purchase a better quality hanger made in the U.S.A.; however, the price now is much higher. We should have supported our Canadian made product and both the dry cleaner and the distributor share part of the blame for this miscalculation. Keep this example in mind when ordering future supplies.

"A CELEBRATION OF OUR INDUSTRY" - WEEKEND SEMINAR AND GOLF DAY

Plans are proceeding for our weekend seminar and golf day on June 6 & 7. The weekend will start with a golf tournament on Friday afternoon, followed by a cocktail party on Friday night. Saturday will start with coffee and rolls followed by a full day of seminars, including a luncheon sponsored by Clark McDaniel of Fabricare Cleaning Centre. The evening will culminate with a Gala Dinner on Saturday night. OFA is joining forces with the Eastern Canadian Launderers and Dry Cleaners Association (ECLDA) and has arranged for a notable group of speakers for our seminars. Registration is included in this mailing and information about our speakers and their topics is available on our website at www.fabricare.org and in Fabricare Canada magazine.

SUPPORT OUR ALLIED TRADE MEMBERS

It is important that you support members of the allied trades by purchasing supplies from them and utilizing their services. They have made a financial commitment to our association to support our programs and assist us in making us better operators. As well, our insurers have provided an added benefit to our members of a ten per cent discount on your premiums. In many cases, this amount will contribute a major portion of your membership fee.

SUGGESTIONS AND IDEAS

Please feel free to share any ideas or suggestions that you think might help others in the industry. By sharing information with each other, we can improve our own businesses and save many dollars. Send these ideas or suggestions to me and I will include them in future newsletters.

Yours sincerely,
Sidney Chelsky,
Executive Director, OFA

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