



WORKING TOGETHER: The Louisiana Commercial Laundry has been working with Pellerin Milnor Corporation and Pellerin Laundry Machinery Sales since 2002. The partnership continued when the laundry expanded to build a second plant at Shreveport. Pictured here: Pellerin's Scott McClure with the laundry's owners Cathy and Keith Galloway

Growing the family business with Milnor

Pellerin Milnor has helped the Louisiana Commercial Laundry to expand and automate its operation in a way that allows it to benefit from the utility-saving features of PulseFlow® Technology, while keeping well within the planned budget and minimising capital outlay

When Cathy and Keith Galloway opened the Louisiana Commercial Laundry in 1998, the main customers were the casinos in Southern Louisiana.

In 2002 they decided to expand and moved the laundry to Scott, just outside Lafayette. They knew that automation would be essential for successful expansion and purchased a Milnor G3 CBW® system. Milnor dealer, Pellerin Laundry Machinery Sales Company worked with the Galloways to design the new laundry and supplied all the equipment for the boiler room. It also provided Chicago Dryer equipment for the finishing line, including drying ironers.

The Galloways chose Pellerin Milnor because of its ability to provide prompt service and support. Keith Galloway says: "We looked at all the foreign competitors but no one else could provide the level of service and support that Pellerin could. Simply put – they are open, when we are open."

He adds that, once, when an emergency occurred, Curtis

Pellerin personally delivered a part to the plant. "Pellerin's customer service mirrors our goal of exceeding our customers' expectations with prompt and consistent support."

Since 2002, Louisiana Commercial has steadily expanded its operations and its customer base has gradually grown across the whole of Louisiana.

Building a second plant

In 2014, Keith and Cathy Galloway decided to build a second laundry in the Shreveport area. They originally planned to use 450lb open-pocket washers to process their hotel and restaurant linen, but the ever-rising cost of water and sewerage in Shreveport persuaded them that a Milnor PulseFlow® CBW tunnel system would be the best choice.

"We continually look for ways to process our linen while being environmentally friendly. The Milnor PulseFlow allows us to be the *greenest* hospitality laundry in the



CAKE DELIVERY: Pressed cakes are delivered straight from the 40bar single-stage press to the dryers

DUAL PURPOSE: (right) The dryer line takes 150lb batches from both the washers and the PBW tunnel

Shreveport area," says Cathy Galloway.

Again, Louisiana Commercial used Pellerin's services to design the laundry, with expansion in mind.

The Shreveport laundry began processing linen in November, 2014. The Galloways purchased a Milnor six-module 76039 150lb. PBW™ with a four-compartment loading/weighing conveyor and a Milnor 40bar single-stage press. The pressed cakes are automatically loaded onto carts with gravity rollers and taken to one of the seven Milnor MLG-202 200lb gas dryers.

Designed with expansion in mind

Pellerin's vice president of sales, Scott McClure explains: "We designed the Galloway's Shreveport laundry to minimise operating costs while conserving the initial budget. This setup allows the customer to benefit from the labour and utility saving features of a Milnor tunnel system without having to invest in all the automation upfront." As the Shreveport business grows, the Galloways plan to expand their Milnor PBW from six modules to nine and add a two-tier cake shuttle and four Milnor system dryers.

Louisiana Commercial originally planned to use large open-pocket washers to provide back-up and to process heavily-soiled table linen and bar-cloths but on consideration, the Galloways found it made more sense for them to install six Milnor 160lb open-pocket washers. This allows the plant to sort all linen into 150lb batches so the dryers can process both the linen from the washer-extractors and from the PBW.

The laundry is also equipped with various Chicago flatwork



HEAVILY-SOILED WORK: (above) Milnor supplied six, 160lb open-pocket washers to handle heavily-soiled linen and bar-cloths and also to provide back-up capacity when needed



finishing equipment, including drying ironers. The boiler room also includes equipment from TEA, Fulton and Ingersoll-Rand.

"I was originally sceptical that we could process our hotel and restaurant linen in less than 0.5gallons of water per lb but the Milnor PulseFlow System made me believe that we could. We are processing all of our room linen and white, food and beverage linen in our Milnor PulseFlow while averaging just under 0.5gallons per lb and the quality is impeccable," claims Keith Galloway.

The laundry currently operates a single shift operation and processes approximately 15,000lb of linen per day with 15 full time employees. This translates to an impressive daily average of 125lb per operator hour.

"I would highly recommend Milnor's PulseFlow tunnel washer to anyone. Our semi-automated set-up affords us the water and utility saving benefits without the capital expense of a fully-automated system," says Keith Galloway. He adds that the Milnor PBW system's ability to be expanded to meet future growth, also kept down initial investment cost."

The Galloways look forward to continued growth in the Louisiana market and plan to use additional Pellerin Milnor equipment for their future needs. ■

Find out more about PulseFlow® Technology

The Pellerin Milnor team will welcome Clean Show visitors to its stand (1749) to find out more about PulseFlow Technology and the company's customer service and support.