



# Designing Success

## Texas Couple's Entrepreneurial Streak Goes for a 'Quick Spin'

Coin laundry operators Rick and Ana Cortez's first entry into the self-service laundry industry was a "modest," 1,400-square-foot store just outside of McAllen, Texas, a city that's a 2 1/2-hour drive southeast from Corpus Christi.

The couple bought a used-equipment package into leased space in a strip mall to learn the industry, according to Pellerin Milnor Corp. This eventually prepared them for their second venture into the market—the new Quick Spin Laundromat in McAllen, which officially opened in September.

"The building we found was an old convenience store that had been closed for years," says Ana, regarding the couple's second store. "We liked the location and stayed after the owner to purchase the real estate from him."

The building features covered parking across the front of the store, which Milnor explains is a detail found in many mid-20th century retail/commercial buildings across the Lone Star State.

However, much work had to be done to the 2,500-square-foot structure, the company adds.

"The building had been neglected for a long time," says Ana.

In a matter of 14 weeks, the couple had new electrical, HVAC and plumbing systems installed, along with new floors and ceiling treatments, according to Milnor, among other renovation projects.

"We're already at two-thirds of our monthly revenue goal in just the first month," Rick says. "We haven't even done any advertising or marketing because our focus was on getting the store open and ready for customers."

To achieve this, the couple had their store equipped with 12 Milnor 25-pound washers, four Milnor 35-pound washers, two Milnor 45-pound washers, a Milnor 60-pound washer, 12 Huebsch top-load washers, 12 American Dryer Corp. (ADC) AD-330 30-pound stack dryers, and four ADC AD-444 45-pound stack dryers.

Participating dealer Derek Ward of Pellerin Laundry Machinery Sales Co., Leroy Trevigne from Milnor and Corey Simonson



[1] Housed in a former convenience store, owners Rick and Ana Cortez opened their second venture into the industry with Quick Spin Laundromat in McAllen, Texas. (Photos: Pellerin Milnor Corp.)



[2] Simplicity is the theme for Quick Spin, according to Milnor, as the store's motto—shown here on the side of its building—says it all: "Cold A/C—Hot Water—Free Wi-Fi."

[3] The store features washers from Milnor and Huebsch, and dryers from American Dryer Corp. (ADC), all in various capacities.



from ADC were involved with the project.

The Cortezes did not disclose the project's overall cost.

"We're off to a good start," says Anna. "I like being busy—I don't like sitting around at home. This is an opportunity for me

to open the store and work with customers, but I can also leave during the day to do what I want to do. We're looking forward to the next one!"