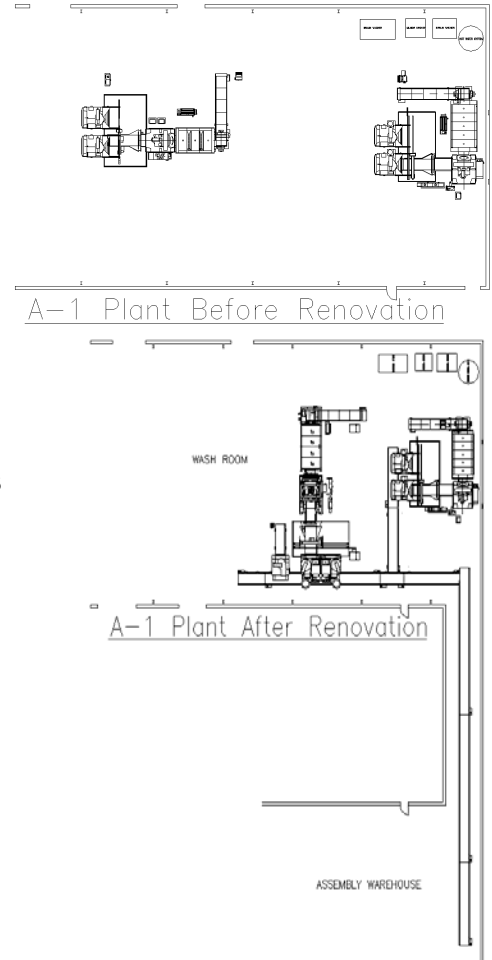




A1 Services & Pellerin Milnor: Family Businesses Grow Together

A1 Services of Jefferson, LA employed automation in their recent equipment/building renovation to streamline product flow and increase productivity. A1 Services is a mat and dust control rental company that has been servicing Louisiana and Mississippi customers since 1970. Privately owned and operated by the Bode family, A1 takes pride in providing excellent customer service with quality products at competitive prices.

A1 Services utilizes Milnor Automated Continuous Batch Washer (CBW[®]) Systems to process 11,000 – 12,000 mats per week. A1 purchased their first Milnor CBW in March 1993 and their second system in May 1995. When it was time to replace their 16-year-old Milnor CBW washer, the Bode family once again chose Milnor.



The latest expansion consisted of: a Milnor 4 Compartment CONWA04 Loading/Weighing Conveyor, a four-module 76039 CBW tunnel washer, a 700 RPM M7V4836C high speed centrifugal extractor, two Milnor



double batch 64058 gas pass-through dryers, and approximately 250 feet of Milnor conveyors.

A1's third Milnor CBW System is vital to overall operations and efficiency because it permits the 248 feet of conveyors to link the wash room to the assembly/distribution warehouse, with minimal labor.

Max Schroeder, A1's Operations Manager, said, *"The plant used to run forklifts to transport palletized mats all day long between the buildings. Now this task is performed automatically with the use of Milnor*



takeaway conveyors. This has reduced our operation time by 25%. Also, by properly laying out the new system's loading conveyor, one operator can now load both systems. This task took two operators before the renovation."

Howard and Darrell Bode chose Milnor because of the equipment's durability and washing capability. Darrell stated that *"the Milnor CBW processes mats better and faster than their open pocket washers, using only cold water and little wash chemistry."*

Schroeder added, *"The machine's superior mechanical action enables us to achieve unparalleled production rates."* All three men know a great deal about



Milnor tunnels, especially Max who previously provided maintenance on two Milnor 12-module tunnels at another laundry. To further improve production rates, Schroeder commissioned custom



carts for unloading and sorting off the conveyor. Working with Flexion cart manufacturers, Max designed these varnished wooden carts to expedite the clean mats' distribution.

The new Milnor tunnel system processes rubber mats every 2:30 minutes, standard mats every 3:05 minutes, and large mats every 4:05 minutes.

By using Milnor CBW Systems and streamlining their production, A1's operations labor costs only contribute to roughly 8-9% of their total operating costs. "This allows us to produce *quality products at very competitive prices*"

says Howard Bode.



A1 delivers to over 500 business daily and services over 4,000 valued customers across the Gulf South and Central Louisiana. "The Pellerin family and Bode family have grown together through

the years", says Curtis Pellerin (President and Owner of Pellerin Laundry Machinery Sales Company, Inc.). "Both Milnor and A1 have multiple generations of family members working within their organizations. We look forward to working together as we grow our respective companies."

