

Reprint From: WESTERN CLEANER AND LAUNDERER, MAY 2002

Green Jet-A Second Machine Fast Becoming #1

By: Liz Church

The Aero-Tech USA Green-Jet™ Dry-Wet Cleaning Machine introduced at the Clean Show by 44-year old Florida Based Steiner Atlantic last year in New Orleans is rapidly moving from its use in the industry as a reliable and “affordable alternative” second machine to the primary workhorse in many plants. It was developed just two years ago by a well-known Italian manufacturer and Steiner-Atlantic. The prototype was tested at Cleaners, in Hotels and Cruise Ships proving to be formidable competition for other alternative cleaning methods.

“We decided to do the Beta Field Testing,” said Bill Steiner, “since Florida is known for its hard to clean clothes due to the very humid climate with high perspiration, the geographic area was the ideal research ground for the dry-wetcleaning technique as well as the DWX-44 antibacterial solvent used in the process. Thanks to the efforts of Kleerwite Chemical, 100% environmentally-safe and non-flammable solution used in Green-Jet, is helping plant owners turn out a quality product without odor, wrinkling and less production time. And, now the machine is being manufactured right here in the US.”

Steiner describes the Green-Jet Machine, now being manufactured in Fall River, MA for Aero-Tech, as “sturdy” with stainless steel construction, “gentle” because it has a felt-lined cylinder, and “practical” due to its ticket price of under \$20,000.

Basically, the technique of dry-wetcleaning entails using wetcleaning products in a compressed air bath with only one pint of water and additives per a 40-pound load. Unlike traditional wetcleaning, the air jets inject the solution through and over the garments but not to the point of saturation-the felts absorb the moisture with results “very similar to Valclene®.”

“The response to Green-Jet has been unbelievable,” commented Steiner, “there are over 100 machines in use worldwide including Japan and Central America. The response to this technology is better than we ever expected. We will probably sell 200 in the first year setting the record for any new technology, machine or solvent entering the industry.”

The Green-Jet is reportedly very popular in New York where it was recently mandated that third generation machines be eliminated. It has also been embraced by the Hospitality Industry because of the solution’s non-flammable properties and the technology’s environmentally-friendly status.

One of the people helping fill the demand is Western State Design, a California Distributor, and Chris Bottino, a Drycleaning Specialist with over 30 years experience. Bottino’s family were the owners of Echo Sales, a company that serviced the industry for 60 years and one which gave

Chris his foundation. He says that he is always amazed at how forgiving the technology is, “it never sets a stain even if the drycleaner misjudges.” Bottino is selling Green-Jet in both dual and support roles to both hydrocarbon and perc users.

“There are so many benefits to using the Green-Jet Machine,” noted Bottino, who has sold close to a dozen machines in the last two weeks, “they require no boiler, so after the presser has gone home, the plant owner can run a load to be ready for the morning. There is also an anti-wrinkle cycle that tumbles 20 seconds every two minutes, allowing the clothes to remain in the machine.

The best part is the price-at \$17,900, plus the use of such small amounts of solvent make it 50% less to operate than traditional machines all the way around.” Bottino reminds those interested in the dry-wetcleaning process to put aside their traditional way of thinking and try something new that brings results.

One drycleaner who set aside this traditional approach was Dale Lacelle of Lacelle Discount Cleaners in Stockton, CA who uses his Green-Jet to turn



out about 400 pounds a day along with a laundry washer. "For really soiled clothing, we use a super air bubble washer," said Lacelle, "then the Green Jet for gentle and regular cleaning. We like the fact that we can mix loads and clean about 40 pounds in 30 minutes instead of cranking up the boilers then taking more than an hour to do a load in the old Perc Machine." Lacelle says that drycleaners should not be afraid of new technology. He added that "what's more, you can set it and forget it."

Also enjoying his Green-Jet machine is Brent Newbold of Newbold Cleaners in Sacramento, CA who is using it in

conjunction with a Hydrocarbon Machine to produce about 700 to 800 pounds a day. In business since 1983, Newbold has had an Aero-Tech Green-Jet since December 2001. "We are most impressed with the decrease in production time which is about 40 to 50 percent. Our plant handles a high number of expensive garments, and with the dry-wetcleaning we do not have to worry about sequins, delicate fabrics, bleeders, wools and shrinkage.

Newbold said that with the research being conducted by Kleerwite Chemical with help and the expertise

of Chris Bottino and Aero-Tech, DWX-44 will be improved to handle all heavily soiled garments, thus opening the door for Green-Jet to be the primary machine in plants across the US and worldwide.

For Additional information on Green-Jet dry-wetcleaning contact: Aero-Tech, Inc., 290 N.E. 68th Street, Miami, FL 33138; phone (800) 333-8883; Fax (305) 751-8390; e-mail sales@drywetcleaning.com. Chris Bottino of Western State Design can be reached at (952) 589-4309.