



## Volume 6, No. 2

You had subscribed to *Tingue Topics* at our Web site. It's only three times per year but if you need to leave the list, scroll to the bottom.

Now, see what's hot at the laundry.

*Ty Acton, Editor*

### Meet Team Tingue



Next scheduled appearance for Team Tingue: Western Textile Services Association (WTSA) Annual Convention in Temecula, CA from July 11-14th.

Meet Sales Managers David Rovetto and Matt Vacca and two of your California Sales Representatives Eric Orozco, and Jon Wood.

## *Generations of Innovation for Laundries Worldwide*

### *Hot Solar Energy Generates Cold Cash*

Experts and activists have been touting the promise of solar energy for decades. Today, the technology has advanced markedly and a series of government subsidies has made solar so economical that anyone with a rooftop needs to take a look at the opportunity.



That's what our own CFO, John Hurst, did. He first thought about solar as a way to offset rising energy costs. But once he confirmed the company was eligible for a federal tax credit of 30 percent and a state rebate from the NJ Clean Energy Program, he realized this was truly a bright idea.

Hurst spearheaded the installation of 640 photovoltaic solar panels on the roof of the company's Saddle Brook, New Jersey headquarters. Since March, the installation has been generating electricity whenever the sun shines. About 60 percent of the facility's electricity needs are covered by the solar installation and on weekends when the facility isn't consuming very much power, the energy is sent to the grid.

In exchange for this clean energy, the power company PSE&G BPU provides Solar Renewable Energy Certificates (SREC), which may be sold for cash as a recurring income stream.

If your facility has a rooftop, think about contributing clean energy to the grid with a solar installation.

Dozens of tax credits, rebates and other types of funding are available. To find those in your state, [see this database of State Incentives for Renewables and Efficiency](#).

Look for more insights from John Hurst in the July issue of ***Textile Rental***.

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### *Our Secret Revealed! New Tingufelt Saves 39%, Lasts Longer*

### **Corner Quotables: Summer Edition**

"All our dreams can come true...if we have the courage to pursue them."

-- *Walt Disney*

"Do not follow where the path may lead. Go, instead, where there is no path and leave a trail."

-- *Ralph Waldo Emerson*

"You can't live a perfect day without doing something for someone who will never be able to repay you."

-- *John Wooden*

"He loves his country best who strives to make it best."

-- *Robert G. Ingersoll*

Enjoy a favorite quote? Share it with Tingue Topics. Send it to [tacton@tingue.com](mailto:tacton@tingue.com).



We felt this new felt needed to be kept under wraps during beta testing. But after two years of proven success in the field, we are bowing to requests to make our new Tingufelt available to everyone.

It's called Tingufelt Gold Blend-SG and it is the world's first ironer felt to combine a blended aramid-polyester felt with a hearty, aramid scrim cloth instead of backing the felt with a common polyester scrim cloth. The aramid scrim cloth allows for greater longevity and durability, far surpassing that of the polyester scrim traditionally used in blended felt construction.

It also costs 39 percent less than traditional aramid felts that also use aramid scrim cloths.

Call your Tingue rep for a free presentation in your plant. Cell phones at

[http://www.tinguebrownco.com/find\\_sales\\_rep.shtml](http://www.tinguebrownco.com/find_sales_rep.shtml)

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### ***Bill Webb's Lifetime of Achievement***



Most Tingue Topics subscribers either know or know of Bill Webb. As a long-time representative of Tingue, Brown & Co., an esteemed mentor and even a worthy competitor for a

spell, he is "Knowhow In Action" personified. At our recent national sales meeting, CEO David M. Tingue honored him with a Lifetime Achievement Award recognizing his contributions to Tingue, Brown & Co. and to the laundry industry at large as a highly regarded instructor for the American Laundry and Linen College, Richmond, Ky.

"Bill earned respect and admiration for his tireless commitment to the success of his customers and for his selfless passion to helping others grow, achieve and succeed," said Mr. Tingue. "He inspires everyone around him to perform beyond their own expectations. Bill's impact on the

professionalism and dedication of our sales team will be felt for years to come."

*Did you know Bill Webb? Share your thoughts by emailing your recollections to [tacton@tingue.com](mailto:tacton@tingue.com).*

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