

A Message from the President...

Early fall in Rhode Island is a wonderful time to enjoy the company of old friends and meet new colleagues. The 94th Annual Meeting and Fall Conference provides an opportunity to catch up on what is new in our industry as well as enjoy the various attractions around picturesque Newport.

This year's program is highlighted by Jack Agati's presentation "Birth Order impacts our daily lives". Jack provides a warm blend of experience and education that not only excites his audiences but leaves them inspired. A presentation you do not want to miss.

Newport offers a plethora of activities to enjoy during the afternoon optional activities. Attendees, family members and children will all find something exciting to indulge in, from sailing and fishing to wine tasting and museum tours. Don't forget, the 27th Annual Golf Tournament will be held at beautiful Newport National Golf Club.

Additionally, this year's Reception will be held at the International Ten-

nis Hall of Fame. The International Tennis Hall of Fame Museum and grounds are a must-see for every tennis fan, architecture buff or individuals intrigued with the sporting history of Newport.

I hope each of you are able to attend and enjoy the many exciting aspects of Newport and the outstanding program that will be offered at this year's Annual Meeting and Fall Conference.

I look forward to seeing you next week or hearing from you in the months to come.

Get Involved... We need everyone in NELA to become involved. There is a myriad of ways which you can do that... submit something for our new "Members Corner" section of the newsletter; submit an idea for an article; attend a program; join a committee; recruit a member; or sponsor an event. Or you can send us your ideas for what you would like NELA to be doing. We are here to serve YOU! ♦

TOURS & TASTING!

Newport Vineyards
Explore the vineyards of Newport and learn how grapes are grown and processed to make the delightful treats you will experience in the tasting room. Public tours are offered at 1 PM and 3 PM every day. Wine tasting is available all day. Additionally, if we have enough interest, we can schedule a private tour beginning between 4:15 - 4:30. So if you have not indicated and are interested in the private tour and tasting, please let us know before October 12th.

SAIL AWAY!

Newport is considered by many to be the sailing capital of the world. With its refreshing ocean breezes, beautiful coastline and stunning sights, Newport offers an unparalleled sailing experience. Come aboard the *Sightsailer*, a Tanton 50, custom designed by world renowned naval architect Yves-Marie Tanton.

SOMETHING FISHY!

After a short ride to the "hot" spot, Capt. Tim will have your lines in the water and pulling in the big catch of the day! Enjoy the coastal views while pulling in your share of the ocean's bounty. A great experience for the avid angler or the novice just getting their feet wet! Cast off around 12:30 - 1:00 PM on Saturday and be back in time to clean your fish and yourself and join the festivities of the evening.

The 27th Annual Golf Tournament



NEWPORT
NATIONAL
Golf Club

Friday, October 20th, NELA will take on The Orchard Course, at beautiful Newport National Golf Club. Designed by legendary golf architect Arthur Hills and his associate Drew Rogers, the course is located on almost 200 acres of former shrub and tree nurseries and offers sweeping views of The Sakonnet Passage,

Atlantic Ocean and Narragansett Bay. The Orchard Course was named the #1 course in Rhode Island with public access by GolfWeek. Be sure to keep it in the short grass or it may be a long day! Special thanks to our Golf Flag Sponsors (listed on pg. 2) for their contributions to this annual event! Good luck!

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Thank You To Our Sponsors 94th Annual Fall Meeting & Conference 27th Annual Golf Tournament

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*For more information on how to be a sponsor please contact the office at
781.397.8870 or visit our website www.nelaundry.org.*

New Member Benefit

The Northeast Laundry Association
and WPS Energy Services are pleased
to introduce a natural gas price
management program designed for
smaller customers.

Typically, smaller customers lack the
gas usage that attracts competitive
natural gas supply prices from multiple
natural gas supply providers as well
as the ability to manage their natural
gas price and mitigate the severe price
volatility that exists within the natural
gas market.

Participation in this program will

- (1) **outright save** between 1 to 10% on commodity costs,
- (2) **produce favorable contract terms** and conditions that larger customers experience,
- (3) **reduce the volatility** in the commodity price, and
- (4) **save you time and money** associated with performing the task of purchasing natural gas.

More information is available
by contacting the NELA office
781.397.8870 or nela@guildassoc.com.

From UTSA Scoop...

Energy Star type program for Water

Commercial laundries have been mentioned for possible inclusion in EPA's WaterSense Program. Like EPA's EnergyStar initiative for energy conservation, the program will promote conservation by labeling products and practices that reduce consumption. EPA Administrator Stephen Johnson said WaterSense will acknowledge performance at least 20 percent more efficient than that of "wasteful" counterpart technologies.

Copper: next great fiber ingredient?

A North Carolina company has developed a way to add antimicrobial properties to textiles by binding copper oxide to fibers. Cupron, Inc. claims no specific customers on its website, but offers links to fiber makers apparently interested in treatments. Through the Web, the company is selling its own baby bags, gloves, mattress pads, pillowcases, sleepwear, and socks. Cupron envisions textile manufacturers using copper-enhanced fibers in products for healthcare, such as bedding, curtains, gowns, uniforms, towels, masks, catheters, gloves, and gauze. Burrus Research reported that Cupron is crediting the 12-percent copper-infiltrated polyester fiber in its socks for curing athlete's foot.

Where new business will be.

Suburban shopping strips are no longer the most attractive sites for new retail development — look for store owners to pursue more in-town sites. CNN/Money recently portrayed urban hubs as America's most lucrative markets for setting up new shops. "Most large-scale suburban retail development is done. So the inner cities have become the hot new retail market. It's a market that has a lot of potential but it's still largely underserved," an International Council of Shopping Centers (ICSC) spokesman said. Why? The U.S. inner-city population of about 21 million people represents a retail market of more than \$90 billion, creating a sizable expansion opportunity for retailers at a time when most big-box chains are threatened by saturation in their more typical suburban markets. And about 38% of urban households are classified as moderate to middle income, slightly more than the national average of 36%. Plus, inner-city residents with lower per capita income tend to spend a higher percentage of their earnings on retail purchases.

Energy Mastered...

What does "Energy Mastered" mean and how can you benefit from it?

It's the expertise to implement a complete energy management system. It's the experience to execute a comprehensive energy strategy. With Power Management, the entire spectrum of energy services is available to you. With Power Management on your team, you can develop comprehensive energy strategies faster than you ever thought possible. Our objective is simple. We want to put you in complete control of all of your company's energy needs. We want to make your company a Master of Energy.

Efficiency,

Efficiency,

Efficiency.

Efficiency is the primary reason why your company should consider an energy management system.

Our unique PowerMANAGER System gives your company complete control over your energy information.

This is important because success in the new energy marketplace will greatly depend on how and when your company can access key energy information.

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Delivering comprehensive energy

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The Power Management LightSAVERS Program is performed by professional lighting specialists who analyze, assess and recommend long and short term solutions. They will provide your company with a LightSavers Lighting Analysis that will provide cost, payback, scheduling and potential environmental data. A typical light program can 'payback' in less than two years. The easiest way to find out, is to complete our online [LightSAVERS Audit](#) form. It will just take a few minutes and could save your company a significant amount.

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