

Steininger's Cleaners is a well-established, family-oriented business with a clean environment and professional, friendly people who care about their customers' needs. I've been more than satisfied and pleased with their service, their cleaning, and the promptness of the items. What makes Steininger's a special place is Chuck Steininger, a wonderful, caring person that always goes out of his way to please his customers.

Keep up the great work!

TERESA MANCINO
Mancino's Pizza
Susquehanna Valley Mall,
Hummel's Wharf, PA



Top left: Routes play a huge role in expanding production at Steininger's Cleaners. The company partners with nine rural locations that effectively act as unstaffed drop stores for the company. Only one door-to-door route is in service at present. "If we had to rely on just the cleaning in Selinsgrove, we'd be in trouble," he said.

Top right: Chuck Steininger demonstrates the K9000 self-service dog grooming apparatus at his plant with the help of Enzo.

Bottom right: Chuck Steininger rotates the conveyor at his plant in Selinsgrove, Pennsylvania. The green polybags help convey the fact that they are recycled.



capacity business and Steininger's Cleaners does just about everything in-house.

"We send out about 30% of the leather and suedes that come in," Steininger said. "They are the mixed colored suedes or anything that needs to be redyed we send out. The other 70% we do ourselves."

All wedding gowns are done on-site. Drapes, smoke removal - the same. Even dog cleaning.

"In Spot! In!"

Self-Service Dog Grooming is not the first thing to come to mind when one thinks of diversifying a drycleaning, laundry, and coin-op business. Steininger created a dog grooming area in the back of one his dry stores and said it's taken off since opening the service on April 2.

"I learned that people are willing to spend a lot on their pets," he said. "We now clean about 25-30 dogs a week," he said. Suffice to say that cleaning a dog costs a bit more than a regular suit cleaning. "It fits in well," he said. "It turned out to be a little more work keeping it clean than I had anticipated but that's okay.

It's a good service and it's working well."

Keeping It Green

Steininger currently uses an Ipura hydrocarbon machine and a perc machine. By fall he plans to change solvents to something considered more environmentally-friendly. This would tie-in well with the solar-powered water heating system. "One of the main reasons for going with the solar water heating system was that the more people that use it the less it will cost for people to use." Ultimately, demand will drive prices down and by getting in on it he could save money and benefit the environment.

Steininger decided to add a System K4 machine to enhance his "green" image. "I've been told that it has as good - or even better - than the cleaning power of perc," he said. "I'm really interested in that."

Steininger's good neighbor efforts include his environmental initiatives such as the solar array, recycled garment bags, other recycling efforts in his plant, and more. He also works with Coats for Kids, prom gown projects, and he and his son volunteer as firefighters.