

## Hamilton is best choice for Detroit Linen Plant

In business since 1972, Metropolitan Detroit Area Hospital Services, Inc. is a co-op laundry servicing four hospitals within a fifty-mile radius of Detroit, Michigan. They are a medium-sized laundry, processing 9–10 million pounds of linens per year. As a full-service linen provider, Metropolitan supplies the hospitals with all their linen needs.

Ninety-five percent of Metropolitan's linens are washed in two Poensgen tunnel washers (originators of the continuous flow washer). The other 5% of the daily washing is comprised of heavily soiled linens that are washed in three "batch" or "pocket" washers—one by Braun, and the other two by Lava Tech.



With three 1 million BTU AO Smith water heaters and two Bruner water softeners, all over 30 years old, Metropolitan's General Manager Bodo Langusch decided it was time to replace his leaking, rusty equipment that he described as "rotting away."

So he packed his bags for Las Vegas and set off to the 2003 Clean Show, the Mecca for all things laundry, in search of the right replacement equipment. At the Hamilton Engineering booth, he had a lengthy discussion with Mark Howlett, who explained the features and benefits of Hamilton's EVO II water heater and z boiler series, and also those of Hamilton's Peaksoft water treatment line. Since Hamilton deals exclusively with distributors in the laundry industry, he put

Langusch in contact with his area distributor, Eagle Star, and President Michael "Stucky" Szczotka.

Back home in Detroit, Langusch did his homework on three different company's equipment, and requested bids. Hamilton's exclusive CompSize™ computerized sizing program configured the properly sized system for Metropolitan's needs: two 1 million BTU EVO II condensing water heaters and a triple resin tank Peaksoft water softening system with capacities of 1,350,000 grains and 588 gallons/minute peak flow.

In the end, Langusch decided on Eagle Star's bid, citing, "but not just because of price, although the price was good!" He adds, **"I liked the efficiency [of the EVO II]. I have an extensive technical background and saw what other people were offering me. If I hadn't known better, I may have gone with the direct contact units, but I knew that Hamilton had leading technology."** Indeed, Hamilton's combustion technology offers an efficiency of up to 99.8%, backed by 24/7 emergency technical support, should any problems ever arise.



Since the main reason for replacing his old equipment was rust and leaks, Langusch also appreciated the stainless steel construction of the EVO II units. He adds, "I like the fiberglass softeners also—they don't rust!" Marks on the boiler room floor show where the old equipment used to rest. There is a considerable increase in walk space, with the three Peaksoft softeners sitting



**A happy customer! Bodo Langusch and Stucky show off the new EVO II units installed at Metropolitan.**

in a significantly smaller footprint than their five feet diameter predecessors.

Eagle Star provided a complete "turnkey" project, taking care of all aspects of the job. They brought in T&S Mechanical for the installation, and Mr. Langusch had nothing but praise for the companies, saying, "That group can put something together and do it right. I expected it to go well and it did."

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