



Paul remembers “Hey, Culligan Man” from the time he was a child. Culligan has been around for a long time, so there was a feeling of confidence and trust in an established business.

Customer: Hulen Bend Cleaners, Fort Worth, TX

Description of Business: Independent dry cleaners

Contact: Paul Davis, Owner

Situation/Problem: In 1987, Paul Davis opened Hulen Bend Cleaners in Fort Worth, Texas.

He began to notice calcium build-up on the stainless steel drums (wash wheels) of the 80lb. washing machines. The washers have glass doors that allow you to see inside. The drums didn't look shiny, as he had seen in other washers; he could actually see the calcium carbonate build-up.

The water in Fort Worth was 6 grains of hardness per gallon. That's considered moderately hard, but enough to cause scaling that results in decreased energy efficiency in washers as well as boilers. Boilers ideally should have 0 grains of hardness. Scale build-up decreases the lifespan of equipment and causes a need for frequent repairs along the way.

Culligan

better water. pure and simple.™

Solution: Culligan needed to soften the water to reduce scale build-up. This would result in significant savings: energy efficiency, reducing equipment repairs and extending the life of the equipment. An additional benefit of treated water is softer, cleaner clothes – critical to customer satisfaction in the dry cleaning/laundry business.

Culligan’s patented technology on the softeners provided to Hulen Bend permits smaller units to provide greater flow rates and treatment capacities by initiating additional units as needed. So the dry cleaning establishment gets the amount of soft water needed in an efficient, cost-saving manner.

Equipment Installed: Twin tank water softeners

Results/Customer Benefits:

- Energy costs were reduced by 30%
- Detergent use was decreased by 36%
- Bleach, sour (stabilizer that kills bacteria in clothing) and starch use decreased by 25%

In the year 2000, Paul Davis sold Hulen Bend Cleaners in Fort Worth and opened Willow Park Cleaners in Willow Park, TX. It’s a rural area fed by well water, which is very hard – 9 or 10 grains. Mr. Davis didn’t hesitate to call Culligan and have softeners installed again.

Mr. Davis doesn’t feel he could operate effectively without water treatment, and strongly recommends it to all dry cleaning establishments. “If they’re not using a water softening system, they’re not informed about the benefits. Water softening isn’t a luxury, it’s a necessity.” Mr. Davis further explains that with the increasing costs of steel (for hangers), paper, electric, gas, labor, etc., saving money is crucial for dry cleaners to stay in business.

Culligan Advantages: Originally, Culligan was recommended to Mr. Davis by a vendor. After experiencing the benefits of Culligan water treatment and Culligan’s professional approach to business, adding the same softeners to the new facility was a given.

