

Winter 2021 Edition of the Herculean



Hello Friends of Hercules!



Welcome to the New Year!

Our January 2021 issue of the Herculean is full of great information that we know you will find both informative and extremely helpful. We discuss how our employees have handled their job responsibilities throughout 2020 – especially our heroic frontline workers, both in the field and at our office, while also presenting a number of our newest laundry rooms throughout the metropolitan region.

This edition presents information about our acquisition of Birchwood Coin-Op Laundries, some great laundry tips, including the washing and caring of masks, laundry myths and facts, as well as employee milestones, including retirements, births, Hercules equipment donations to shelters, and of course, our regular "Employee Question" where we interview a number of employees with "critical thought-provoking" questions. You'll see that we also made sure to practice our own social distancing during our latest laundry room photo shoots throughout Queens, the Bronx, CT, and NYC.

It's full steam ahead in 2021, as we all look forward (and certainly not backwards to 2020!) to new friends, new business and most importantly, continuing to maintain the safest business practices for all of our Hercules employees, building residents and management employees that we come in contact with daily.

Sincerely,

Andrew May President

How To Pay With Your Phone









Sign in to add value









Using your phone, scan the QR code or enter machine number to start the machine and pay



ON THE SPOT WHAT IS YOUR FAVORITE SLICE OF



Garlic knot crust, vodka sauce, extra mozzarella and penne!



Heather Winick - Installation



For me, my favorite slice of pizza would be a warm buffalo chicken slice with extra cheese on it and a toasted/crunchy crust.

Brandon Nascimento - Customer Service



Garbage pie (better known as Supreme Pizza), with everything on it except anchovies; thin crust Buffalo style (because I live in Buffalo!)

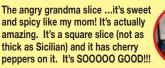
Glenn Smith - Sales



Buffalo chicken pizza from La Nona's in Huntington Station... AMAZING!



Jason Saslaw - Sales



Ursula D'Ambrosio - Accounts Pavable



Homemade dough and sauce, whole milk mozzarella - can't be beat.



Michael Paparo - IT Dept



Although I love all kinds of pizza, including meatball and eggplant, I think my favorite would be a white slice, with creamy ricotta cheese mixed with a sprinkling of spinach.

Sheila Singer - Executive Administration



Thin crust pizza with a touch of fresh garlic ...sausage crumbled, not sliced ...with fresh (must be fresh) mushrooms! That is my perfect slice of pizza.

Mark Eisler - Sales



Thick regular slice with eggplant, mushrooms and with LOTS of melted cheese.



Elise Culver - Customer Service

Nothing beats a thin crust in a coal oven with the char on the bottom! Patsy's on 1st and E118th in NYC makes the best.



Dan Horowitz - Sales



Buffalo chicken grandma slice, and preferably the corner slice with a crispy crust.

Adam May - Vice President



Sicilian slice from Mama Gina's in Bellmore. Sauce not too sweet or sour with basil and oregano. The crust is crunchy and inside it's so nice & fluffy, I could take a nap on it!



Michelle Hartman - Accounting



My favorite pizza the stuffed crust from Pizza Hut with chicken and pineapple.



Dennis Nascimento - Service



The grandma slice. A rectangular cut slice that has a crispy, near pastry-like layered crust, sitting under a blanket of mozzarella, accented with a basil leaf.

Neil Rodgers - IT Dept

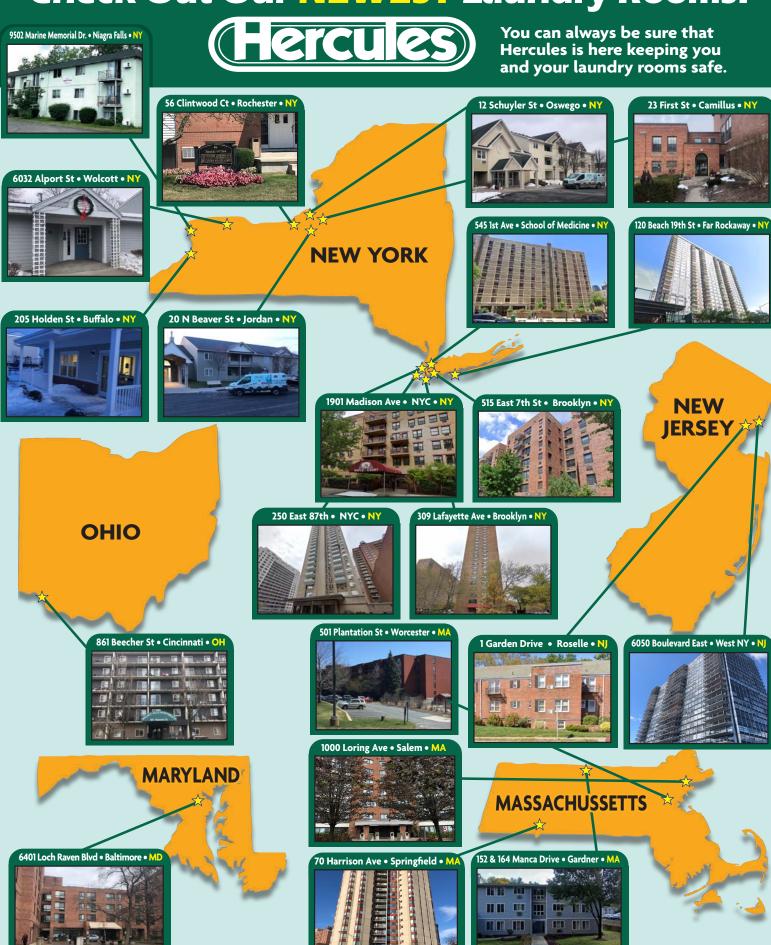


I get my favorite pizza from Johns of Bleecker Street in NYC, with basil and roasted tomatoes.



Tom Hickey - Field Service

Check Out Our NEWEST Laundry Rooms!









Marine Terrace is a multi-family apartment project acquired by a partnership between Related and Settlement Housing Fund in June 2016.

Jay Osman, Hercules Senior Account Executive, worked with Sabrina Dolla, Regional Manager at Related Management, to provide the residents of Marine Terrace with new laundry rooms that incorporated new Maytag Stack washers/dryers, Maytag Multi-load Stack dryers, Wascomat 30 and 45-lb washers and the new CleanPay Credit revaluing system.





HERCULES CAPPENINGS





Hercules Service Technician, Philip Garmash, and his wife Nina, welcomed a baby girl named Sophia on Presidents Day, February 17, 2020. Congratulations to the Garmash family! MADISON
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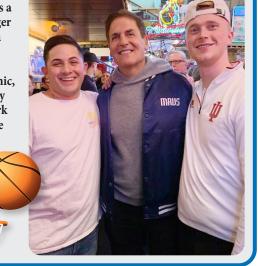
Caryn Heller, daughter of Barry Heller, Hercules Vice President of Marketing, and her husband, Matt Hernandez, welcomed Madison Ellie Hernandez on August 27, 2020. Two granddaughters within 3 months for the proud grandparents, **Barry and Debbie** Heller! Mazel Toy!

Mark Lubin, Hercules account manager, practices safe practices after work, as he receives a haircut in the Hercules parking lot.



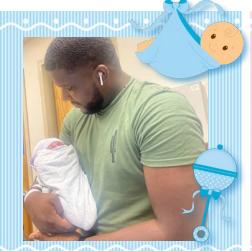


Jason Saslaw (left) is a new account manager with Hercules and a recent graduate of Indiana University. Prior to the pandemic, Jason had a celebrity encounter with Mark Cuban, owner of the Dallas Mavericks, at Indiana University. Mark Cuban is an alumni.





Neil Rodgers, Hercules Director of IT, and his wife Vicky, are proud grandparents of Daphne Anne Rodgers, born September 30, 2020. Neil's son Simon, and his wife Emily, are now proud parents of two children. Congratulations!



Congratulations to Hercules Service Technician, Denva Graham and his wife Shaneek, on the birth of their son D'mere on September 10, 2020!



Mazel Tov to Danny and Nicole Heller, as they welcomed their new baby girl, Emma Paige on May 30, 2020. Danny is the son of Barry Heller, Hercules Vice President of Marketing, and Debbie Heller.



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from "roping" or balling-up", cash and credit card revaluing options and the

new Hercules Mobile App.





3 BIGGEST MYTHS ABOUT DOING LAUNDRY

MYTHS FACTS Myth

David Kender - USA TODAY

Myths and miscalculations

swirl around our laundry day habits, often resulting in dirtier clothes and wasted time.

MYTH #1

Using more detergent and water makes a better clean

False. Modern washing machines are marvels at achieving maximum results while using minimal energy and water. But many people continue to believe, erroneously, that adding extra water or detergent will get clothes cleaner.

In fact, the opposite is true. Detergents work by chemically interacting with water, your fabrics, and the stains that plague them.

When you add extra water, you're just diluting the detergent and making it less effective. Plus, if you're adding water to a top-load washer, you're making the clothes float higher in the tub and thus further from the agitator.

Adding extra detergent causes its own problems. The final rinse cycle of a

washer is calibrated with the expectation that you've used the correct amount of detergent. If you exceed that, chances are the excess detergent will stay in your clothes, potentially triggering a skin reaction. Too much detergent can also build up in the washer and cause odors.

MYTH #2

Only hot water gets clothes truly clean If by "truly clean" you

Mostly false. If by "truly clean" you mean sanitized, then yes, you'll need hot water (very hot, in fact).

For most situations though, sanitization is probably overkill. Over time, the enzymes in detergents have changed and the physical design of the washtub has evolved. As a result, colder cycles are more effective than ever before.

MYTH #3

Detergent alternatives and dryer balls work

just as well as traditional products Mixed truth. Laundry is no stranger to the convoluted, often pseudoscientific world of green alternatives that carry vague promises of being "natural" and "safe."

It's understood that standard detergent

is effective, while alternative solutions largely miss the mark.

Dryer balls made from natural wool are yet another alternative. They're meant to replace dryer sheets – certainly an item worthy of replacement, as they coat your newly-cleaned clothes in an unnecessary layer of film.

The wool balls too, however, failed to live up to their claims and do not reduce drying time or wrinkles. One point in their favor: The balls can be spritzed with essential oils before you toss them in, adding a fresh aroma to your clothes without all the added chemicals and waste of a dryer sheet.

FACT!

Washing clothes in cold water preserves fabrics and saves energy

Fact. Cold water is the best way to go for delicate fabrics or bright colors that may fade or be damaged if washed in warm or hot water. Short, cold wash cycles preserve colors and reduce fabric fiber wear better than long, warm cycles. Combining top-cleaning detergents, it's the safest and most energy-efficient way to wash. However, for heavily soiled/stained items or to remove allergens and kill germs, use hot water.

KNOW?

The dryer isn't the only place where fabric softener sheets can help tame stinky smells. Tuck them into closets, suitcases, wastebaskets, drawers, and even sneakers for an inexpensive air freshener. The sheets also work wonderfully to pick up pet hair, lift burned-on residue from casserole dishes, keep dust off blinds and screens, clean soap scum from showers and buff chrome to a brilliant shine.

Hercules Donation to Hope House



The Matt Urban Hope House, an emergency homeless shelter located at 586 Genesee Street in Buffalo, NY, is a fifty-bed shelter providing hope to homeless women with children. With Erie County having a legal responsibility to provide temporary housing assistance to individuals and families with an immediate need for housing, Hope House is a safe place for families, with sleeping rooms featuring moveable partitions, while allowing adequate space for different-sized families.

The shelter puts a roof over the heads of needy families, and works to quickly return families to permanent housing. The Lt. Col. Matt Urban Human Services Center, one of the community's premier human services agencies, realized the need, and partnering with Erie County and the Commissioner of Social Services, set out to improve homeless services to this unique population.

When Debbie Skulski-Wakelam, Manager of the Hope House, reached out to Glenn Smith, Hercules Account Manager (who resides in Buffalo, NY), she explained their desperate need for a new washer and dryer. Working with the Hercules installation team, Glenn arranged for the donation of two Hercules Maytag Commercial Energy Advantage Stack washer/dryers. The new machines will supplement the existing older model washer and dyer that the Hope House has used for years.



91 Strawberry Hill Avenue • Stamford, CT







Fountain Terrace is an eleven story, 434 unit high-rise condominium, in Fairfield County, Connecticut. Upgrading the existing laundry room started with meetings between Andy Tegan, Hercules Vice President of Sales, and Walter Palma, Property Manager with Plaza Realty Management. Their discussions soon turned to specific recommendations, which then led to a proposal outlining changes to the existing laundry room and the addition of new, energy efficient Wascomat Front Load washers, Maytag Top Load washers, and 30-lb American Dryer Tumbler dryers.



12









Kostiantyn Garmash



Genandi Shapiro

(Hercules)

THE SERVICE YOU EXPECT



Lev Makogon





Enrique Duverge



Alex Pikovsky



Nick Buneau



Adrian Clarke



Gregory Nesterchuk



Dennis Nascimento





Patrick Parjohn







Yelco Almonte



Robert Siegel



550 West John Street

(516) 822-9300 (800) 526-5760 FAX: (516) 822-9543

Hicksville, NY 11801-1039



At Hercules, we are grateful for the trust you've placed in us during these challenging times. Our field service technicians continue to keep Hercules laundry rooms trouble-free, and operating at peak efficiency, and we are thankful for their resilient spirit and dedication to our company and to our customers.

These technicians are on the front lines here at Hercules each and every day, and for that, we salute their commitment, their diligence, and their selfmotivation. They have been a source of inspiration for all of us and I'm sure you'll join me in saying THANK YOU!



Hercules Service Manager







Rich Muirhead





Eddie Arvelo



Sam Rozenburg











HERCULES Acquires Birchwood Coin-Op Laundries With a Commitment to Providing Innovative Solutions and Services

On August 21, 2020, Hercules Corp. announced our acquisition of Birchwood Coin-Op Laundries, Inc., headquartered in Whitestone, NY. The combined companies will go forward together under the name Hercules Corp., headquartered in Hicksville, N.Y.

Birchwood Coin-Op Laundries, Inc., a family-owned and operated business since 1979, and owned by Michael Madison, operates throughout the five boroughs, as well as Nassau, Suffolk, Westchester and New Jersey.

"This is a very exciting event for both companies, for our employees and for our customers. Our greatest assets have always been our people, and by joining forces, we have just made a huge increase in the quality of that asset," said Adam May, Vice President of Business Development, Hercules Corp., and grandson of founder Alfred May.

The acquisition will create a more comprehensive infrastructure with faster response times, which will allow Hercules, a third-generation laundry provider of end-to-end laundry room design, installation, management and service, to provide a wider array of services, enhanced technology, and deep expertise to all of our customers.



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America's ***********

FAVORITE CLEANING TASK:

Doing the laundry might not be everybody's idea of a good time, but according to the American Cleaning Institute's 2019 National Cleaning Survey, some 24% of the people polled named it as the household chore they like the best enough to make it America's favorite cleaning task.

Cleaning counters and vacuuming tied for second place at 21% each, followed by doing the dishes (17%), cleaning furniture and wiping windows (7% each), and polishing floors (4%).

The poll, which questioned 1,000 nationally representative U.S. adults, 18 and over, with an oversample of 500 millennials, was conducted by Wakefield Research on behalf of the Institute, which represents America's \$60 billion cleaning products industry.



The survey results also revealed that, when doing laundry, only 35% of Americans always consult the fabric care advice on their garment labels, while 42% check it sometimes and 23% rarely or never bother.

In addition, the poll learned that 52% of the respondents wash with cold water half or all of the time, 32% use mainly warm water, and 14% tend to wash in hot water.

> The survey applies only to the home, and didn't solicit the opinions of those who clean professionally.



Mu First Car

BY NEIL RODGERS **Hercules Director of IT**

> Neil Rodgers in 1981 standing, wearing white t-shirt.

WHAT WAS YOUR FIRST CAR?

1973 Bronze Plymouth Duster with 73k miles on it.

HOW DID YOU ACQUIRE IT?

The car was listed for sale for \$900, I got it for \$700.

WHAT IS YOUR FAVORITE MEMORY OF THE CAR?

In late August of 1981, I was driving back from Rochester NY after visiting two of my brothers. I was a little more than an hour away when my car started losing power. I stepped on the gas, but the car continued to slow down. As the car slowed,

I was able to bring it to a complete stop on the shoulder of the exit ramp from the Clifton Springs Travel Plaza on the NYS Thruway, between Rochester and Syracuse. The engine was still running but the car would not respond to changing gears. It was paralyzed. After looking under the hood and under the car, I noticed some fluid spray under the chassis from the transmission and back. I proceeded to secure the car and I walked up to the service area to call my brothers, who I had just left. I explained the situation and they would be on their way to pick me up. They arrived in about 90 minutes and we pushed the car back up the exit ramp to the Travel Plaza, into a parking spot in the far back corner of the parking lot near an outdoor picnic area. We left the car there overnight, drove east to the next exit, got off and back on, heading west to Rochester, and discussed a course of action for the next day...

WHAT HAPPENED TO IT? I actually sold it for \$400 to my brother's girlfriend with 175k miles on it.

To read more of this story please go to page 21

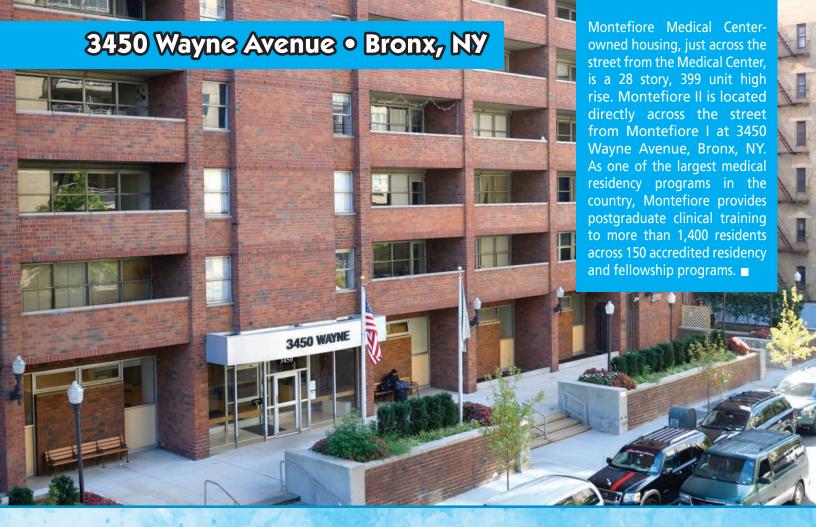


Laundry Room Moments

In Hercules Laundry Rooms

Gergana Ivanova is a fashion influencer, creative content developer, social media strategist, and the founder and editor of Fashion is my Forte.

"Be strong enough to follow your dreams..." Gergana Ivanova













TIPS ON HOW TO Mean and Care FOR YOUR CLOTH MASK

How to wear cloth face coverings?

Cloth face covering should:

- Fit snugly but comfortably against the side of the face.
- Be secured with ties or ear loops.
- Include multiple layers of fabric.
- Allow for breathing without restriction.
- Be able to be laundered and machine dried without damage or change in shape.

How often should cloth face coverings be washed or otherwise cleaned?

Cloth face coverings should be routinely washed depending on the frequency of use. Mayo Clinic recommends that cloth face coverings be washed after every day of use.

How do I store my cloth mask?

Masks should not be placed in pockets for later use. To store or transport, carefully fold the mask so the contaminated outside is folded inward and against itself. Place in clean or new paper bag, and perform hand hygiene.

earing a cloth mask in public to help slow the spread of the virus that causes COVID-19 is recommended by the Centers for Disease Control and Prevention (CDC) and required by many businesses and establishments.

These tips are adapted from the CDC guidance on how to wear and care for a cloth mask.

How can I safely clean a cloth face covering?

Machine washing or hand washing should suffice to properly wash a cloth face covering with regular laundry detergent. Mayo Clinic recommends a 'hot' water temperature for washing face coverings.

How do I safely remove my used cloth mask covering?

When removing a cloth face covering, be careful not to touch your eyes, nose or mouth, and perform hand hygiene immediately after removing.



KNOW?

To get rid of ring-around-the-collar stains, mark them heavily with chalk before laundering to absorb the oils that hold the dirt.





He's 83 and she's 84 —

and they model other people's forgotten laundry. Chang Wan-ji and Hsu Sho-er have become Instagram-famous for wearing outfits curated from the hundreds of items left behind by absent-minded customers at their laundromat in central Taiwan. Their 31-year-old grandson and unofficial stylist, Reef Chang, originally came up with the idea to create @wantshowasyoung on Instagram when business slowed because of the coronavirus pandemic. The couple now receives messages from fans all over the world. Wan-ji said he'd be happy if the hundreds of people who have forgotten to pick up their laundry would return to pay their bills.

Article from NY Times - Photo by @wantshowasyoun





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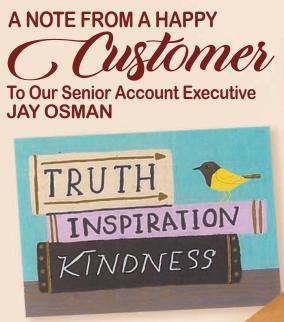
252 South Street - NYC

One Manhattan Square, built in 2019 and located at 252 South Street, is an 815 unit, 80-story, 823-foot modern glass tower condominium, located along the East River waterfront on the Lower East Side of New York City. The transforming neighborhood is buzzing with energy and is within proximity of a number of landmarks including the South Street Seaport, Manhattan Bridge, and the East River Esplanade.

The brand-new laundry room, equipped with Wascomat 20, 30 and 45-lb capacity W-Series Solid Mount washers, combined with American Dryer 30-lb capacity Tumbler dryers and Maytag Multi-Load Stack dryers, is a striking addition to the luxury building, providing a warm and relaxing atmosphere for the building's residents.







OUR CUSTOMERS

MEAN THE WORLD TO US!



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BY NEIL RODGERS Hercules Director of IT

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We gathered whatever tools my two brothers had between them along with a hydraulic jack, borrowed 2 jack stands from a friend and set out early the morning to repair the car. The plan was, my brother Glenn would drop my brother Richard and myself back at the Duster with the tools and we would proceed to jack up the car and remove the transmission in the Travel Plaza parking lot. While we were doing that, Glenn would drive to the next exit and head to a local junk car dealer in the Auburn NY area and pick up a used transmission for my car that we had confirmed the day before, they had available. Once he picked up the used transmission for \$75, (plus a deposit to return the old transmission) he would loop back to the previous exit on the NYS thruway and drive back to us and help us install it. Assuming we had the other one out already. He was gone for a couple of hours considering the exits were not that close and the junk car dealer was not conveniently located next to the thruway for situations such as this. Richard and I had our hands full removing the old tranny with limited tools. We were able to provide some much needed entertainment for the weary travelers who stopped to eat lunch at the picnic area located right next to where we were working on the car. I know if I saw a car jacked up in a parking lot on a NYS thruway with 2 sets of legs sticking out from under it, I would be curious also. As we dragged the transmission out from under the car, many of their faces had a look of shock. There we stood covered in transmission fluid and grease looking down at this large component of the car. As the picnickers continued to stare I turned to my brother and said, "Hey Dick, do you think we need this?" Without missing a beat he said, "Nah, this ones broke, we'll have to get one from another car around here." They all seemed look away and eat a little faster after that. As if on cue, my brother Glenn pulled up with the used transmission for us to install. It went faster with the three of us and I think I was back on the road by 2pm that afternoon. I kept my fingers crossed the whole way home. If I hadn't done it I would not have believed it possible. This is a favorite memory with my first car, as was the look on the toll booth operator when I exited the thruway and he read my thruway ticket over 24 hours later from when I had first got on.

WHAT HAPPENED TO IT?

I actually sold it for \$400 to my brother's girlfriend with 175k miles on it.