



*Vinny Samuel  
Co-Owner JVK Operations*

## Simple is Best.

With an engineer at the helm,  
JVK's scientific approach to equipment purchasing  
has kept them a long-time Lavatec operation.

**LAVATEC**   
*Laundry Technology Inc.*



*JVK's Operations Manager Jesus Pereira monitors performance data of their 200-pound 16-compartment Lavatec tunnel in the Amityville, New York plant.*

As a new immigrant to the United States, Vinny Samuel entered the country not knowing where his two degrees, one in engineering and the other in business, would take him. As fate would have it, it took him to a commercial laundry operation in Worcester, Massachusetts. A complete neophyte to the industry at that time, Samuel had no idea that commercial laundry would become his career. But now, some 30-years later, Samuel is co-owner of JVK Laundry Operations and a very respected industry expert.

**JVK's operations a by-product of Samuel's experience.**

With two facilities on Long Island and another in New Jersey, JVK relies heavily on Lavatec equipment. The reason why stems from the vast experience Samuel gleaned from his rise in the commercial laundry industry from chief engineer to manufacturer installer, plant designer, distributor, to vice president of engineering for a 42-plant commercial laundry operation.

Throughout those stints, Samuel sold, worked on and installed virtually every brand of laundry equipment. His bottom line take: "Lavatec machines impressed me the most because they're so simple."

*"It's simple engineering throughout that makes it easier to configure Lavatec machines. Easier to run their machines. Easier to produce much faster production numbers with their machines."*

*Vinny Samuel, co-owner of JVK Laundry*

**"The Lavatec engineering systems are very logical."**

"I can even explain how their systems work to non-technical people," says Samuel. "In fact, in my 30-plus years in the industry, I must have taken five or six people with no mechanical experience and turned them into chief engineers for laundries around the country, all because Lavatec machines are so simple to understand and maintain."

*“Lavatec machines impressed me the most because they’re so simple.”*

*Vinny Samuel, co-owner of JVK Laundry*





*Twenty-three Lavatec 440-pound capacity dryers are employed in the three JVK facilities.*

“If you’re trouble-shooting a problem, Lavatec’s uncomplicated wiring schematics enable you to solve issues as easy as one, two, three. It’s simple engineering throughout that makes it easier to configure Lavatec machines. Easier to run their machines. Easier to produce much faster production numbers with their machines.”

#### **Long running performance with easy-to-get parts.**

Two other things that Samuel especially likes about Lavatec are the equipment’s longevity, and the ability to get original equipment parts, even for machines made more than 20 years ago.

JVK’s oldest Lavatec tunnel was built in 1996, and Samuel says Lavatec still carries all the replacement parts, from the operating computer to the software and all components to keep it running. “And if for some reason they don’t have what I need, they’ll get it for us. That’s the beauty of Lavatec support,” added Samuel. “When you’ve got a great system that works, why change it?”

Referring back to his 1996 Lavatec tunnel, Samuel says he has yet to see a competitive machine that can run for 20 years and beyond, work 18 hours day, and still produce the kind of volume it did when brand new.

#### **JVK’s Lavatec lineup of performers.**

As proof of his preference for Lavatec, JVK’s three facilities depend on four Lavatec tunnel washers. One is a 200-pound, 16-compartment unit. The other three are 110-pound machines, one of them configured with 15 compartments, the other two with 12. In addition, JVK employs 23 Lavatec dryers, five extraction presses, conveyors and a wide assortment of finishing equipment. Says Samuel about his Lavatec arsenal, “Keep them clean and maintained and they keep on running.”

The output of JVK’s Lavatec systems is 700,000 pounds of laundry a week for some 22 hospitals the company serves in an area stretching from Philadelphia through New Jersey into New York and Connecticut.

#### **The bottom line.**

Because of Samuel’s understanding of physics and chemistry, he’s a tough sell, a very demanding buyer. So when he needs new equipment, he gets different bids like any smart businessman. But unlike other laundry owners who might not have an engineering background, he can scientifically determine what machine for what price will give him the best return on his investment. That’s why JVK is a long running believer in Lavatec equipment.

### About Lavatec Laundry Technology, Inc.

Delivering dependable commercial laundry equipment engineered for higher returns throughout their lifecycles has been the Lavatec Laundry Technology mantra for nearly three decades. Some Lavatec-manufactured equipment has been on the job for more than a quarter century. A rarity among manufacturers of continuous tunnel washers, Lavatec offers center transfer, bottom transfer and double-drum construction options, plus a full range of readily integrated, end-to-end laundry system components: washer extractors, extraction presses, centrifuges, dryers, conveyor systems, pickers, feeders, ironers and folders. Simple design, durable construction, user-friendly operation and low maintenance are hallmarks of machines. A global leader with equipment in laundry operations throughout Europe, the Far East, South and North America, in the United States alone, over 6,000 machines are in place. For additional information, visit [www.LLTusa.com](http://www.LLTusa.com).

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