

A large industrial laundry machine, likely a commercial washer, is the central focus. It has a stainless steel drum and a control panel with a digital display. A person in a white shirt is operating the machine. The machine is supported by a blue metal frame. The background shows a laundry facility with other equipment and a person in a black top. The overall scene is industrial and professional.

Experience is the best teacher

JVK Operations has learned that simple is best

LAVATEC 

Laundry Technology Inc.



JVK co-owners Vinny Samuel (fourth from left) and Mike Connell flank Lavatec president Mark Thrasher on a recent visit to their facility in Amityville, N.Y. to see the new dryers in action.

In the business world, medical community or the sports and entertainment industry, experience is often the harbinger for success. For Vinny Samuel, his 40 years in the engineering field and the commercial laundry business is paying off. With the recent addition of more LAVATEC equipment, he's forecasting a banner year for JVK Operations with a huge increase in volume.

"We processed 36 million pounds of laundry last year. I anticipate we will add another eight million more by the end of 2023," said Samuel, who is the president and co-owns the company with Mike Connell. JVK is headquartered and operates two facilities in Amityville, N.Y. on Long Island, and has another processing plant in New Jersey, just south of Philadelphia. The three plants combined offer 80,000 square feet of space to keep the work flowing.

"They've kept it simple and safe with user-friendly controls."

Vinny Samuel, JVK Operations

From plant engineer and designer to successful owner

Samuel has achieved success for JVK by developing a well-designed blueprint. He began working in the industry after arriving in the U.S. with business and engineering degrees. He gained experience at several companies, starting as a plant engineer in 1985 and later designing laundry plants around the world. After learning the ins and outs of the business, it was time for Samuel to open his own company in 2004.

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Vinny Samuel, JVK Operations





JVK co-owners Mike Connell (left) and Vinny Samuel with Lavatec president Mark Thrasher, in front of the osLaundry management system that controls the Lavatec equipment at JVK's processing facility in Amityville.

“We have been servicing health care institutions almost since the first day. Today it accounts for 50% of our business, and the other half is hospitality driven,” he said.

JVK services customers on Long Island and in other parts of New York, in addition to New Jersey, the Philadelphia market and some customers in Connecticut. Known for processing Customer Owned Goods (COG), they handle the linen and garment rental side of the business with a LotWashing program. By keeping client linen separated, they find it improves overall lot integrity and boosts customer satisfaction.

A partnership that works

Samuel takes pride in the high quality work JVK provides its customers, believing it forms a winning combination with timely delivery and the best customer service possible. To achieve this, the foundation begins with the equipment on his floors. He determined years ago that partnering with LAVATEC gives him the best return on his investment.

“There are many manufacturers of laundry equipment, but during my association with them the past 35 years LAVATEC has displayed a very consistent manufacturing process,” remarked Samuel. “I believe that getting it right the first time is best, and I have seen them keep the production standards at a higher level. They haven’t chased the unnecessary goals for cosmetics. Instead, they’ve kept it simple and safe with user-friendly controls.”

Starting in 2008, JVK installed a new 200-pound, LT90 tunnel washing system with 16 compartments at their Amityville processing facility. Recent upgrades include six, 330-pound capacity dryers that are now helping operations to run more efficiently.

“Our tunnels are a perfect fit for these dryers,” said Samuel. “We have already seen a 40% utility savings by doing all the work with six dryers instead of 10.”



Another tunnel washer JVK employs is a model built 27 years ago that Samuel purchased and has run on a regular basis since 2008. All told, they now utilize five LAVATEC tunnel washing systems and 20 dryers to go with six LAVAPress press extractors.

“It still runs very efficiently and is a perfect example of what I think about LAVATEC equipment,” said Samuel about the older tunnel system. “The quality of materials which were used many years ago have proven to be better than any other manufacturer.”

Having a machine of that age providing output every day is remarkable unto itself. Operating it at a high performance level also means having available access to parts, a task that Samuel says is uncomplicated.

“LAVATEC machines are built so the maintenance is simple and easy, and we keep track of each and every part. We also have a preventive maintenance policy in place to replace any sensitive parts prior to them breaking down,” he acknowledged. “In

accordance with the quality of our equipment, we study and plan ahead. That’s why we have trained our technicians this way to maintain the equipment.”

When the need arises, Samuel says he and his staff are confident in LAVATEC’s abilities to resolve any issues and that makes for a strong partnership.

“We keep in touch with their engineering and service departments, and from time to time we ask them for support of the older equipment. Surprisingly, they deliver all the parts for us, no matter what we need.

“Commercial laundry businesses do not attract highly educated engineers or technical personnel. It is a struggle for every laundry with the issue of retaining knowledgeable employees because they are in such high demand. That’s why it is important that LAVATEC’s equipment is simple to maintain, and the training for our operators and technicians is helpful and fairly easy.”

About Lavatec Laundry Technology, Inc.

Delivering dependable commercial laundry equipment engineered for higher returns throughout their lifecycles has always been the Lavatec Laundry Technology (LLT) mission statement. A rarity among manufacturers of continuous tunnel washers, Lavatec LT 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 Lavatec LT 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 Load Warriors are in place. For additional information, visit www.LLTusa.com.

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