



***A Lady Named Cussen Says There Was a Lot of Cussin' and a Fussin' About A Dozen Shirts From a Guy Named Runyan***

It's hard to imagine anything like that happening in this place. Or at least to the untrained eyes, we were amazed at what appears to be a very synchronized, smooth running machine. There was no cussin' or fussin' (or at least that we heard :).

Last week's meeting was a rare look into a world we do not know much about, even though we thought we did. The wild and wacky world of Dry Cleaning. OUR liaison into this netherworld was none other than one of the cleanest ladies you'll know – **Kathleen Cussen of Hangers Cleaners.**

She kept a laid back profile last Thursday letting her real-life cousin and associate in business, **Joe Runyan**, take the helm. Somewhat shy and reserved, Joe broke out of his shell to help us understand a bit better how Hangers came to be.

He many times took his clothes into a cleaners located at 95<sup>th</sup> and Mission, and every time he noticed how lousy the service was, and the quality of their cleaning was substandard at best. He always knew that someone could be doing a better job than they did, yet they still had clients that used them as cleaners.

Joe was the youngest of 6 kids. His Dad was in the cattle business. Joe

helped with this in his younger years, traveling a lot. He also spent 13 years with Sprint, but the company told him that they wanted him to wear long sleeve shirts to work in order to progress into upper management, and Joe just could not comprehend how they could judge his abilities by the kind of shirt he wore. So, he began managing the Sprint account for NW Airlines. A very "cushy" job. He got to be wined and dined at Minnesota Vikings games in the NWA suite. It was a great life!

During all this time, whenever the opportunity arose, he would feed off his contacts and fellow workers trying to gather information and opinions about people's experiences with dry cleaners; kind of an obsession. He kept notes, and always thought about the dry cleaning business when not working.

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## Weekly Newsletter

*"In all you say and do, always bring the best in you." by Dan Kahler*

[www.prospectorsclub.com](http://www.prospectorsclub.com)

**June 9, 2016**



**WE ARE AT DEER CREEK CC -  
7300 W. 133<sup>RD</sup> ST., OPKS.  
MEET UP AT 7 AM; BREAKFAST  
AT 7:25; SPEAKER AT 8 AM.**

### SPEAKERS SCHEDULE

See Page 2

### THANK YOU'S

See Page 8



## UPCOMING SPEAKERS SCHEDULE

Here is a list of our upcoming speakers. Please note some events are evenings or away from Deer Creek CC.

### ARE YOU INTERESTED IN JOINING PROSPECTORS?

Give Keith Steiniger, our Membership Chairman a call at 913-735-2780 or email at [ksteiniger@idologymg.com](mailto:ksteiniger@idologymg.com) before you visit our group so we can make sure there are no category conflicts with our current members.

June 9 – Chase Ashurst of The Rye Studio at Deer Creek CC.

June 16 – Dan Belzer of Belzer Carpet Cleaning at Deer Creek CC.

June 23 – Amber Sewell of Lutz Plumbing at Deer Creek CC.

June 30 – To Be Announced

July 7 – Kevin Boehringer of BSE Structural Engineers at Deer Creek CC.

July 14 – Brad Twigg of Grandview Animal Hospital at Deer Creek CC.

### Trivia Question:-

What is considered the luckiest number worldwide ?



*Con't. From Page 1.....*

### ***A Lady Named Cussen Says There Was A Lot of Cussin' and a Fussin' About A Dozen Shirts From a Guy Named Runyan***

Joe is married and now has two loving children to support. That's when Sprint reared its ugly head and calls Joe in to say "You're fired!" His wife out of work and two kids, he took his severance pay and his 401K, and thought – what now?

There was no time like the present to pursue his life-long desire- to own a dry cleaning establishment. So he did just what they tell you not to – he pulled his 401K and used it to finance his new venture. There was equipment in North Carolina where a cleaners had gone belly up, and was

### QUOTE OF THE WEEK

"Sell a man a fish, he eats for a day, teach a man how to fish, you ruin a wonderful business opportunity."



The Egyptian sovereign that married two of her brothers was Cleopatra.

available for a steal. He was on the plane the next day to make the deal.

They acquired their current space and built it out in 2004. At first it was a slow go, but it did not take long for Hangers Cleaners to get it cranking. Joe is the first to tell you that the jobs his workers do SUCK! Flat out true –especially in summer! It is HOT, and hotter then. That is why everyone involved in the business seems like family, even though some are! He spends more time there than at home.

This year, they have experienced rapid growth. They are now the second largest dry cleaning company in KC. Pride's Cleaners is #1 (they bought Tower Cleaners, and asked Hangers if they could help take over the delivery routes that Tower had; Joe said "of course"! Hangers now has 3 stores and are in 8 Hy-Vee grocery stores. Cont'd Page 4...

His biggest achievement of late is working with insurance companies for fire and water restoration. If you had a fire and there was water and smoke damage, insurance companies had been paying you for the entire cost of replacing all your clothing items, rugs, drapes, etc. Now, Hangers is contracted by them to go and recover the damaged clothes, take it to their facility, and turn it around in 24 to 48 hours completely cleaning and restoring the clothes to near new condition, thus saving the insurance companies thousands of dollars. Joe says that in the near future, this could become 50 percent of their business volume.

After breakfast, we took a tour of the plant. We saw the huge dry cleaning machine, and why recovering the cleaning solvent and purifying it to a clear state enables them to clean your clothes better and saves the environment. Their system of tracking your clothes from beginning to end and knowing what your personal preferences are when it comes to starch levels, folding of shirts, and stain removal, are all things they track with a tiny barcode on each piece that enters the building.

And they know if you have five items in for cleaning, this amazing system enables all of your items to be routed to a specific area where they are invoiced, and bagged, and placed either for delivery to one of the stores, or on a route for drivers to deliver to your home.

And they keep track of the workers production as their salary is determined by the piece count they have every hour they work.

The coolest place was watching the shirts come out of the wash, and proceed through the pressing tables and machines, then passing through not one but two inspections to make sure the shirt is done correctly and no buttons are missing (they replace hundreds every week).

All we can say is that each of us has a much better appreciation of what goes into getting your clothes cleaned and pressed, and why the costs are what they are. The one thing Joe asked us to walk away with is this – DO NOT TAKE YOUR CLOTHES TO A DISCOUNT CLEANER – YOU SEE WHAT YOU GET TO HAVE THEM CLEANED PROFESSIONALLY AND YOU ARE NOT PAYING THAT MUCH MORE. It stands to reason you have a better value when the job is done right.

Thanks Kathleen and Joe for exposing us to the wonderful world of dry cleaning.

***BE A PART OF THE BEST NETWORKING GROUP IN JOHNSON COUNTY – COME JOIN YOUR FELLOW PROSPECTORS THIS THURSDAY***

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“You get the notice about black shirts?”

Smiles all 'round; a good morning!

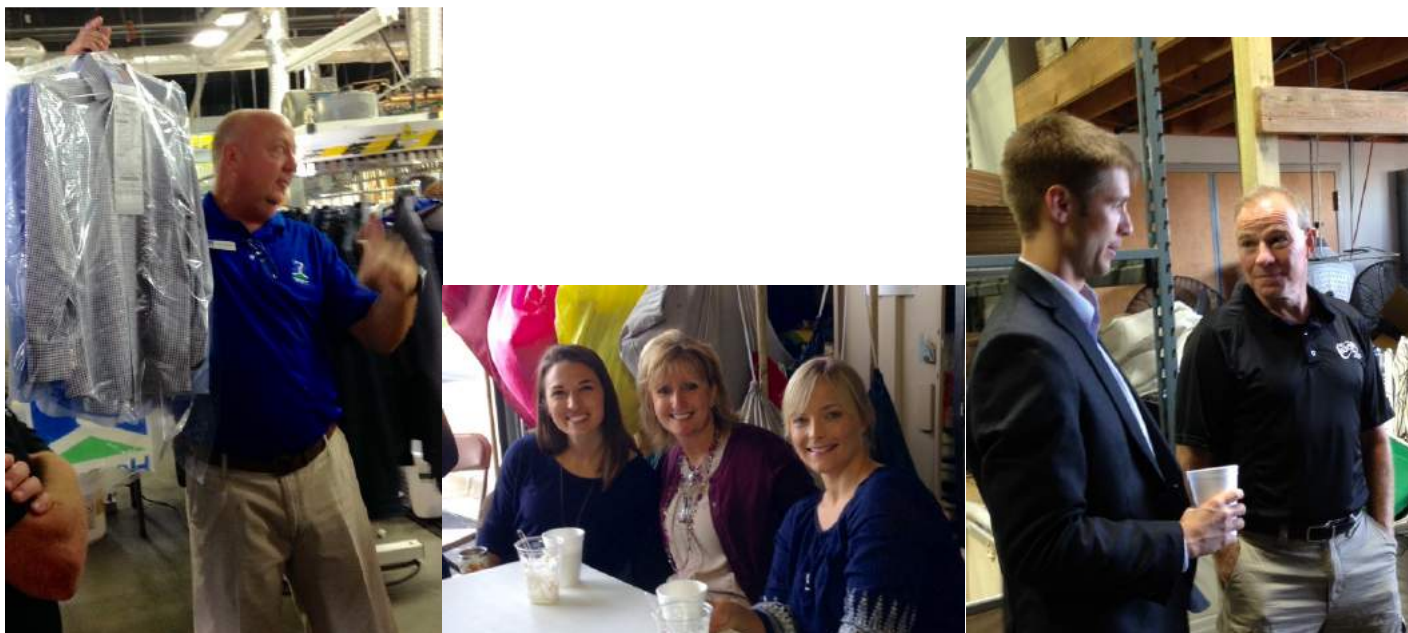


Sharing a morning cup of Joe.

Good selfie.



“The crap in the dark solvent is what came out of YOUR clothes.” Ten shirts in a bundle; 90 per wash load.



Shirts ready for delivery; Ladies enjoying a beautiful breakfast; a veteran sharing with the new kid on the block.



**UPDATED NEWS** - Karson Douglas, son of Kyle and Lexie, had his surgery on Monday, May 23<sup>rd</sup>, and was released from the hospital this past weekend. We are sure that Kyle and Lexie are so happy to have Karson home and trying to get back to a normal daily routine. He has recovery time ahead, but his spirit is so strong. You can stay in touch with them *Inside PBC* or via email or phone.

Please keep them in your thoughts and prayers still.

## PROSPECTOR EVENTS / NEWS / CHARITABLE CAUSES

# PROGRESSIVE dinner

**MARK YOUR CALENDARS !!!**

Our **Annual Progressive Dinner is scheduled for Saturday, June 25<sup>th</sup>**. Be sure to sign up at breakfast in the next several weeks if you are coming and what you are bringing – appetizers, side dish, or dessert.

As of this publication, we will be visiting the homes of Doug Airey, Janine Terstriep, and Kevin York. (This is subject to change.)

Watch for more details as they come available, and please try not to miss our biggest event of the summer!

### Prospector's Breakfast Club

Attendance and Thank You's Meeting Date:- JUNE 2, 2016

**PLEASE PLACE "X" IN FRONT OF NAME IF ATTENDING MEETING**

- Adams, Linda
- Airey, Douglas LEGA DOUGLAS, JANINE T. BROSSEIT
- Ashurst, Chase & Amy
- Beckner, Pat Prospectors
- Bell, Jim Kevin S., Matt P
- Belzer, Dan
- Boehringer, Kevin
- Bovard, Zach
- Brosseit, Mike
- Brown, Erin Alan H, Cliff, Alan G, Chase + Amy, Janine, SHERI, Das, Mike Darby, Matt Phar, Ann
- Cocherl, Stephanie Janine, Sheri, Erin, Mike Darby, Rod Foster
- Cunningham, Rick Kathleen C.
- Cussen, Kathleen Phil G. Dr. Sean, Alan G. Hylers
- Darby, Mike Amber Sewell, Rick Wolstein, Keith Skinner, Ed Hutchman, Jean Shelton, Stephanie Cocherl, Sean Felton, Neal Spencer
- Dayal, Vivek
- Douglas, Kyle
- Eckinger, Bill
- Eidson, Ken
- Emerson, Bill
- Felton, Dr. Sean ANN WICKINSKY, KEVIN BOEHRINGER, MIKE DARBY, LEGA WAGNER, LINDA ADAMS, FELI GILBERAND
- Foster, Rod Stephanie Cocherl, Chase Ashurst, Rick Sierra



**PLEASE PLACE "X" IN FRONT OF NAME IF ATTENDING MEETING**

Flessner, Dave Sean Felted, Leigh Wagener, Vuck, Rick, Alan G. Huth/lean  
Darryl

Giordano, Phil Rick W Keith S. Kathleen C Kevin Y Derrick H  
Sherris M Mike M.

Goodheart, Alan \_\_\_\_\_

Goodheart, Bruce \_\_\_\_\_

Hardin, Das \_\_\_\_\_

Hawkins, Darryl PAT RUM, KEVIN Y, RICK W

Heriford, Alan \_\_\_\_\_

Hobbs, Derek Jennifer Shubert, Dave Flessner

Holk, Dan \_\_\_\_\_

Holland, Ed \_\_\_\_\_

Hutchison, Ed MIKE, JANET, ANNE

Kennedy, John F. \_\_\_\_\_

Kopplin, Mike \_\_\_\_\_

Mellott, Mike \_\_\_\_\_

Morko, Sheri Chris P, Janine, Alan H, Erin, Felici, Rich, Leigh,  
Kathleen, Bryan, Keith

O'Bryan, Cliff \_\_\_\_\_

Oettmeier, Dr. Bert \_\_\_\_\_

Phar, Matt \_\_\_\_\_

Pickering, Chris \_\_\_\_\_

Rapp, Bryan Rick W, Matt P, Chad, Noel, Darryl, Alan G, Kathleen  
Kate D, Sean, Red, Mike Mellott, Chris, Chad

Runyan, Joe \_\_\_\_\_

**PLEASE PLACE "X" IN FRONT OF NAME IF ATTENDING MEETING**

- Ryan, Pat \_\_\_\_\_
- Sewell, Amber Ed, Mike Brassit, Mike Darby
- Shelton, Jennifer \_\_\_\_\_
- Simpson, Brownie \_\_\_\_\_
- Sirna, Richard Houder, Wagner, Montico, Coates, Spizer, Wilgata, Kozuka, Wignate, Cardant, Present, Cussen, Tregith, Stone
- Spencer, Neil Airist, Darby, Hawkins, Hutchinson, Peckering, Sirna, Wolverton, York
- Steiniger, Keith Sirna, Giordano, Montico, Heritard, Darby, Wolverton, JFIC, Holik, Koplin, Belzer, Lussen, Ashurst
- Stone, Janet Ed, Danny B, Janine, Mike M, Erin
- Terstriep, Janine Sheri, Leah, Janet, Amber, Song A. Sean
- Trondson, Chad \_\_\_\_\_
- Twigg, Brad \_\_\_\_\_
- Wagner, Leigh Kathleen, Sean, Erin, Sheri, Dave
- Webb, Tyler \_\_\_\_\_
- Wilkinson, Ann \_\_\_\_\_
- Wolverton, Rick DARBY KEITHS, RICH'S, SHERI M, DENEK LEIGH JANINE
- York, Kevin \_\_\_\_\_

**GUESTS**

Name	Name of Business	Your Position (owner, sales, etc.)