



Textiltisztító Egyesülés

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1087 Budapest, Asztalos S. u. 9-12. Tel: 36-30.940-0164

[www.textiltisztitoegyesules.hu](http://www.textiltisztitoegyesules.hu)

[mail@tt-e.hu](mailto:mail@tt-e.hu)



main sponsor

## 10<sup>th</sup> National Textile Cleaning Conference of the Hungarian Textile Cleaning Association

The Hungarian Textile Cleaning Association organized their yearly conference between 7-9. November 2017., focusing on „Individual ideas and solutions – supporting the successful textile cleaning”. In the past 10 years, the yearly conference of the textile cleaning sector was followed by the interest of the industry, reaching for the jubilee year over 140 participants.

The organization of the conference was supported by several companies and organizations. The main sponsor was the Swiss CHT Switzerland AG – BEZEMA, small sponsors included Lapauw International and MOVA Ltd. Further supporters are: Alvara Cleaning Kft, Bardusch Bértexília Kft, Dunántúli Mosodák Kft, Magyar Egészségügyi Mosodák Kft, Miskolci Patyolat Zrt, Penta Clean Kft, Thermopach Kft, and Zura Kft.

In the exhibition area many companies exhibited their products and services, including: Alvara Cleaning Kft, Assist-Trend Kft., Bepatek Kft, Christeyns Kft, CWS-boco Hungary Kft, Delta Clean Kft, Diversey Kft, Dozit Plus, Judit Paplan Kft, Logo-Text Kft, Miele Kft, Napfény Paplan 2000 Kft, Naturtex Kft, Penta Clean Kft, Polizó Kft.

### General presentations

On the textile cleaning conference usually there are presentations that reflect general market knowledge, actual topics in economics, legal and finance matters. These are not only interesting for strictly the textile cleaning companies, but the full sector and further.



## ***Developments funded with support – „Tenders made simple”***

***Presenter Mr. Ádám Ferenc Tóth, managing director European Conformity Check Institute***



Mr. Tóth in his presentation gave an overview of the current available tender opportunities, where EU and state funded financial support for projects can be gained. According to the plans of the government, from 2014 until 2020, Hungary will invest 60% of the 8.900 billion EUR valued EU funds into the development of the economy. These will be distributed in a transparent, public tender based system. One of the largest programs (called GINOP – Program for the development and innovation) is managing a budget of 2.400 – 2.660 billion HUF. Looking at the intensity and regional availability of the support, for the textile cleaning industry some workspace development opportunities including the purchase of new production equipment will be available outside of the capital city. Adapting innovative technologies within the textile production sector is also gaining momentum.

Over 40 million HUF support, public tender process is obligatory. In case the support is combined with favorable credit products from commercial banks, no public tender process is necessary. Machinery can only be bought from funds only after the public tender process is closed. It is also important to note, that such a public tender process requires about 3-4 month. Machinery bought with such conditions cannot be rented.

After 2020 it is expected, that more and more credit-combined-support opportunities will be available.

## ***New rules in taxation. How to operate an optimized company***

***Presenter Mr. Zsolt Ruszin, CEO of FairConto Zrt.***



Mr. Ruszin presented those finance, accounting and taxation related topics that are the most actual and interesting for any company management member. Some examples include the necessity of registering the company for electronic administration with the authorities; the expected introduction of compulsory online billing from 1<sup>st</sup> July, 2018; the new rules concerning company registered seat at seat provision companies; new declaration forms in the administration of employees and contributions to Tax Authorities; the administration and filing of personal information such as documents and certification of degrees hold by the employees, especially by senior management members; the relevance of the EU General Data Protection Rules that generates changes in the Hungarian legislation from 25<sup>th</sup> May, 2018; or the new tools and practice of tax revisions by the Tax Authority.



***Can your company be ruined by health and safety protection fines? How to avoid them?***

***Presenter: Mr. László Márkus, work safety engineer, fire protection expert***

The straight answer to the question in title is Yes, as presented by Mr. Márkus, a known EHS expert.

Beside the regular authority controls also anonymous malicious accusations can have serious impacts on a company. The presentation gave insights on the different Hungarian authorities and their control and sanctioning power in this regard. He also emphasized, that the regular authority checks cannot be avoided, sooner or later every company will have to go through them. The protection of each employee's health and physical condition is both moral and financial interest of the company. It is recommended to employ an expert with the relevant skills and expertise to ensure each regulation is met in the practice and execute regular internal controls.



***Atypical forms of employment to ease workforce problems***

***Presenter: Dr. Gyula Bujtor, labor law expert, OSH consultant***



After giving a detailed list of possible, atypical employment forms, Mr. Bujtor explained the possible advantages of each form. In general, atypical forms usually offer flexible, simpler, also short term employment opportunities with beneficial taxation, wages lower than the minimum, where work over the weekend or out-of-hour times can also be solved.

Some examples are fixed term employment (for maximum 5 years), employment by several employer (typical if several employers operate in the same building and use shared resources for e.g. administration), shared role (more than one employee is working together in one position, giving them more flexibility to define work hours, used e.g. by women in/after maternity leave). Other forms widely used include employment on call (maximum 6 hours per day, maximum 4 months per year); casual worker for public holidays or weekend work; or labor hire, where the provider will manage the administration issues of the employment and the provider, the user of the service share responsibilities of employment and both parties regulate the conditions in a contract.

More and more students look for occasional work that is delivered through student unions, where a unique legal status (cooperative membership) offers favorable taxation opportunities. Also pensioners' union offer workforce for favorable taxation conditions, with large work experience.



## ***Trend and challenges in the world and in Hungary***

***Presenter: Dr. András Vértés, Chairman of GKI Economic Research Co.***



Global challenges, outlook for 2017-2020 in Hungary and expectations after 2020 were the topics discussed in the presentation of Dr. Vértés.

Globally both the North-Korean crisis, reasons and impacts of migration, political power of Russia, activity of President Trump, the status of EU, or the populism gaining momentum are topics that need to be considered and analyzed.

In Hungary for the next 3 years, an overall economic recovery is to expect, an about 3-4% increase each year. This is mainly based on the EU funds flowing into the Hungarian economy. However, although the increase in the past 17 years totaled at about 50% in Hungary, compared to other countries in the region this is still very low. Slovakia reached double the increase, with Poland followed closely. Czech Republic achieved over 60%, and also Romania, who started further to us, is only a few percentages behind us. There are also several issues to consider, as often criticized by the press as well: the not transparent decision making processes, problems to respect property rights, certain circle of loyal companies enjoy exceptional status, high corruption rates, small ratio of private investments, or the lack of independent institutions.

While the external dependency of the country remained: the EU funds represent 3,5 – 4,5% of the GDP year by year. According to public analysis, without the EU funds, the economy of Hungary were decreasing by 2%, the investments would have been decreased by 30%.

In summary, we look positive for the next 3 years, mainly due to the continued EU funds, but after 2020 a “multispeed” EU it is to expect, with lower funds, causing an unpredictable future economic development.

## ***Textile cleaning education framework***

***Presenter: Mrs. Gabriella Ecker, Secretary General TMTE***



Mrs. Ecker first summarized the achievements of the education. In Hungary, the required, qualified adult education for the textile cleaning sector is organized by TMTE. Latest finished course included 520 hours of education, finished in March 2017. The current course is started in September 2017 and will finish in May 2018. The next course is planned to start in September 2018.

In 2019 it is expect, that the national scheme of adult education will be reviewed, where two different types of education will be introduced: shorter adult education and longer education within a school system. The professions regulated by this education scheme are expected to decrease, only 300 (currently about 600) professions will be tied to a compulsory certification. This also impacts the textile cleaning sector, where currently the compulsory certification gives a certain position and good practice even among the countries of the region.



Other change that impacts the whole sector is that the so-called Light Industry Sectoral Commissions were formed. These are voluntary unions of the sectoral companies, employers, built from bottom to top, with minimal involvement of the state. These commissions will have an influence on the educational scheme and the educational content as well. Without the active participation in the commission for the textile sector, the sector can lose significant lobby power and consequently the high-niveau education. TMTE is involved in the work of the Association of the Hungarian Light Industry and is promoting the textile industry.

## Professional presentations of the Textile Cleaning industry

A large and important part of the conference is, where presentations from national and international professionals, for professionals give insights on the latest trends, topics and challenges of the industry. All presentations (including general and professional presentations) are translated to the international guests of the conference (from – to English).

### ***The new washing process – smart UV power*** ***Presenter: Mr. David Mathis, CHT BEZEMA AG.***



Mr. Mathis presented the new technology developed by CHT – BEZEMA. The new technology enables optimal washing, saves resources and decreases the environmental effect. In the pre-wash phase a special enzyme is used, while there is no need of adding chlorine and peracid in the main wash. The hydrogen-peroxide component in the main wash will be activated using a special equipment based on UV-C radiation (used as reactor). This will decompose the majority of contamination, thus also decreasing the water level need in the rinsing phase. This UV-C reactor can be mounted in any newer type of machines, the main wash is executed at 40-70 degrees Celsius, requiring an about 10 minutes processing with the UV-C reactor. This washing procedure gives better stain removal and disinfection effect, while preventing the fiber damages of the textile.

### ***How to avoid the adhesion of lint and hair with special finishing*** ***Presenter: Mr. Attila Élő, CHT BEZEMA AG.***

Mr. Élő presented another new chemical developed by CHT – BEZEMA. By applying the new Flusenex CPU, the surface of the textile becomes smooth, the threads on the fabric surface that are normally rather likely to break, they keep adhered to the fabric structure. With no peeling the washing and rinsing water stays clear, no lint will clog the filter, especially when cleaning cotton and wool fabric.



CPU in the name of the chemical refers to cationic polyurethane that builds a smooth surface on the fabric. As an effect, lint and hair will less likely adhere to the textile, keeping the textile, water, and filters clean.



### ***Professional way of ironing***

***Presenter: Mr. Petr Jirutka, LAPAUW***

Out of the product range of LAPAUW, a manufacturing company founded in 1933, Mr. Jirutka presented the modern professional ironing solution. Lapauw offers both steam and gas heated ironers. Outstanding is the distribution of hot oil ensuring a completely even heated ironing surface.



The flexible chest of the 4000XXL machine envelops the 1600 mm roll over 286°, offering the ideal solution for the High Quality demands, such as restaurant linen and the star hotels.

With the IRONMAX product line Lapauw redefines the standards in high capacity gas heated ironers. Thanks to innovative features like a new chest design and a parallel oil flow pattern, the IRONMAX gives the answer to today's and tomorrow's demands for increased productivity and efficiency.

The IRONPRO product line brings the industrial quality & technology to the OPL and smaller laundries. It comes in roll diameters of 500, 600 and 800 mm. The working widths range from 2200 up to 3300 mm. Also, all IRONPRO models are available in a gas heating and electric heating version.

To achieve high quality ironing, feeding and folding solutions are offered, customizable according to any ironing needs.

### ***In the service of textile cleaning companies***

***Presenter: Mr. Zoltán Deme, MOVA Ltd.***



MOVA was founded in 1990, serving the textile cleaning companies in Hungary for 27 years now. MOVA started with representing Seitz and Girbau in Hungary and achieved a gradual growth including offering commercial laundry activities in Budapest.

MOVA Ltd today is representing numerous important machine, spare part or other equipment manufacturer. This includes Datamars RFID tags and systems that can be used in the sector.



## ***Digitalization of laundries***

***Presenter: Mr. León Wennekes, CINET***



Mr. Wennekes, the Secretary General of CINET first presented the organization. With over 90 members worldwide, representing about 400.000 companies, CINET aims to stimulate innovation and share professional knowledge through its Research and Technology program. CINET initiated and participated in a number of innovation projects and research initiatives to increase quality and sustainability of the PTC industry.

Based on statistics, in 2015 the total turnover of the worldwide PTC industry reached 86 billion EUR, Europe representing 22,5% of it. The main goal of the industry is to increase its capacities, strengthen the market and offer customized solution to the convenience of its customers. All over the world, finding educated workforce is one of the biggest challenges of the PTC companies, putting automatization, computer controlled and digitalized processing in focus. This market development changes the sector from machine manufacturing through operation. Machines communicate with each other, saving energy and water becomes the standard effort in Industry 4.0. Based on RFID technology each single item can be tracked and machines controlled.

In the new Data 2 Move Laundry project, CINET is exploring Big Data innovative ideas to develop techniques and models that enable better predictions. By doing so, PTC companies can improve the efficiency in stock management and transport, and provide added value to the customer.

In the next 5-10 years, laundry services are expected to increase by 1,5%, industrial laundries by 50%. Focus is on online ordering – every fifth order should come online in the future.

## ***Global Best Practice Award, 2018***

***Presenter: Mrs. Gabriella Deme, CEE-TEX representative***



The Global Best Practice Award, founded by CINET, stimulates the implementation of best practices, service aspects, marketing and quality of the PTC (professional textile care) industry. Mrs. Gabriella Deme presented the award program and the conditions to participate.

In 2014, Top Clean Hungária won the 5<sup>th</sup> place of the European Best Practice Award, while Logo-tex Ltd won the overall best industrial laundry 1<sup>st</sup> prize in 2016, on the Global Best Practice Award.

The next award will be handed out in 2018 in 2 categories: Textile Cleaning and Textile Service (industrial laundry). In each category there are 3 awards: Overall Best Practice Awards, Innovation Award and Sustainability Award. Furthermore two special awards can be won: Extraordinary business case and CSR.



Any company can apply for the award, who has a good business model, offers high quality service, provides innovative solution for their customers, performs economically positive year after year, and can introduce itself effectively to the jury.

Apart from the international representation, filling out the questionnaire itself is a good practice for the company to evaluate its own capabilities in the 5 areas evaluated: Quality, Sustainability, Business model and service concept, Innovation and Key Note.

Interest in application should be first sent to TTE, who will nominate companies from Hungary. The application form has to be filled out and sent to CINET, where an independent jury from international experts will judge them, with reference to the market characteristics and trends of the country of origin. In larger countries personal visits to the top 5 nominees can be made by the jury to verify the details in the application form. After such national results, the global award ceremony will take place at ExpoDetergo 19-22. October, 2018, in Milan.

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**Mrs. Valéria Király, Director of TTE closed the conference** by thanking to the presenters and participants for joining the conference. Thank you to our sponsors:



**See you at the  
11<sup>th</sup> National Textile Cleaning Conference of Hungary  
6-8. November, 2018.**

