



# TEK TALK

## Hydro Tek Distributor Newsletter

4th Quarter 2014

### In This Issue:

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- **New Products / Updates**

We are pleased to provide our distribution network with valuable product information, updates and marketing tools. Current & past newsletters, promotional information and other technical data can be viewed or printed from our web site at [www.hydrotek.us](http://www.hydrotek.us) under distributor services.

## FEATURED DISTRIBUTOR



### Hot-Wash Atlanta

Dahra & Darryl were married in 1991 in Los Angeles, California. Like his father, Darryl had always wanted to own a business. Less than a year after they were married Dahra's dad, who was a pressure washer rep at the time, helped find them a business for sale. The business happened to be a pressure washer sales and service company in Dothan, Alabama. They ventured out and took the plunge. What a shock! They went from city folks to rural folks. They learned a lot. Darryl and Dahra even learned how to repair machines! They struggled, so a short 9 months later when they found out that the Atlanta, Georgia store was for sale they jumped at the chance to be closer to Dahra's family. They did the same amount of sales in one month as they did in the whole 9 months in Alabama. It was exciting to start out with customers and employees. They paid themselves only enough to live until they got the business going. During those years, they grew the business with satisfied customers and employees. Ten years went by in a blink of an eye. During that time, they had two children and moved from downtown Atlanta to a building closer to their home in Tucker, Georgia. After another 10 years and two more kids, they relocated to a bigger location onto a main road in Tucker. That was 3 years ago. At that same time, they decided to take on the Hydro Tek brand. They knew that Hydro Tek had a



good reputation, was a quality product and had the recovery systems that were becoming more and more popular in their area. What they did not know was how great the people are. Darryl thinks that it is the main reason for his success with Hydro Tek. "John Koen and the staff at Hydro Tek really made us at Hot-Wash Atlanta feel welcome and appreciated." Darryl really likes how the SC Series can power a water recovery with the onboard generator. They continue to grow and have success with the Hydro Tek brand. "It has been a perfect match for our company."

Darryl really knows his stuff. He can tell you the prices and specs of most machines that we sell off the top of his head. He makes sure to sell the customer the equipment that will get the job done not just what they want. For fun, he loves to play tennis and collect old Volkswagens.



Dahra knows the parts inside and out and has a following of customers that like to have a woman tell them what parts they need or how to repair their equipment. She is a valuable asset to their company. She runs the business and can do most jobs, including jumping on the forklift and even rebuild a pump. For fun, she likes to play tennis and read.

The business, of course, would not be possible without their employees David and Tim. "We are adding salesmen now, to continue our growth and success with Hydro Tek."

If you consistently and persistently do the things that other successful people do, nothing in the world can stop you from being a big success also.

~ Brian Tracy

## Trade shows:

- PWNA Convention – Orlando Embassy Suites – November 2, 3 – Booth# tbd  
This is contract cleaner association show. Attendees are mostly domestic contract cleaners.
- ISSA / InterClean – Orlando Convention Center – November 5, 6, 7 – Booth# 575  
This is a national sanitary supply show. Attendees are domestic and international distributors, building service contractors, & in-house service providers. This year CETA PowerClean will be held with ISSA.
- Offshore Technology Conference – Reliant Park in Houston, TX – May 4 to 7, 2015 – Booth# Outdoor 540  
This is an oil industry show. Attendees are domestic and international distributors, national accounts, and endusers.

## Referral Program:

We are introducing a new program that will help us give thanks to those customers who refer Hydro Tek to their friends and other businesses. Keep your eyes and ears open. If you hear of a referral, let us know. We would like to send a thank you note and a gift of appreciation. In addition, if you know of a fellow dealer or distributor who you think would be a great Hydro Tek or Hot2Go distributor, let us know. Email the referral to [referrals@hydrotek.us](mailto:referrals@hydrotek.us)

## New Website:

Over the next couple of months, we will be updating our website to make it more mobile friendly to accommodate those growing amount of users accessing the website from their smart phones and tablets. These updates will increase our SEO website traffic and increase leads to you. If you have any input or suggestions, please contact Casey Meelker or Denise Tyo in the Hydro Tek marketing department.

## SpiraLast™ Coil Poster:

New Lifetime Coil poster. Would you like a showroom poster to promote the Hydro Tek lifetime heating coil warranty? The posters are 2' x 3' and are free. Limited to one per distributor location and available while supplies last. Contact the inside sales team to place your order.



## Product Videos:

New videos were loaded onto YouTube about 2 months ago. Each single video goes into detail about the features and benefits of a specific Hydro Tek pressure washer series. You can use these videos to show your customers or use them as an aide to train your sales staff. Go to [www.youtube.com/user/hydroteksystems/videos](http://www.youtube.com/user/hydroteksystems/videos)

## Specials & Promotions:

Harvest Special – two options to choose from  
Both options have a special distributor net price and include free freight to distributor location within the continental U.S.  
Your inside sales team is available to give you more information at (800) 274-9376 x3

## Hot water, electric powered:

HD20004E2S with free hose reel  
Nationally advertised retail price \$3195



## Hot water, gas powered 12v skid:

SS35003VS with free 4-wheel kit  
Nationally advertised retail price \$3995





## NEW PRODUCTS

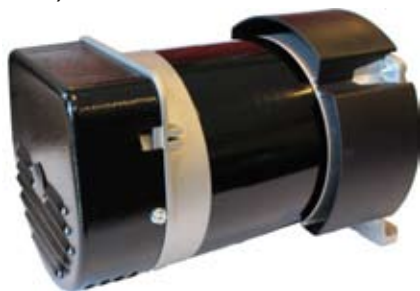
### NEW: SCX Series

The new SCX Series diesel powered and diesel heated skids have been released. These have a heavy duty frame, easy to access components, and have a 36 gallon diesel fuel capacity. In just a short few weeks, these new SCX Series machines are selling great. Additional information and product video can be found at: <http://www.hydrotek.us/series-scx.htm>



### NEW: Brushless Generator

At the end of September, we started using a new brushless generator. This new generator has improved durability over the prior brushed version. (see also Service Bulletin in this issue)



### NEW: CPX Series

Coming soon...an all new, cold water skid! The first couple models to be released will be powered by a large, 719cc Kubota Diesel engine. This new CPX is a large, open frame design for easy accessibility to components. Frame mounted hose reel options will be available, too. Look for details in the next couple weeks.

## PRODUCT UPDATES

### UPDATE: SS Series Skid Packaging

A thicker wall box and a wider pallet configuration will reduce shipping damage. These changes were implemented about a month ago.

### UPDATE: Mini Vac Twister, Model# ANT12

The Mini Vac Twister had a makeover. The ports are now 2", instead of 1½", to fit all current Hydro Vacuums, the profile is lower, and there is better airflow. The ANT12 Mini Vac Twister is ideal for tight spots, small areas, and under workbenches. It also works on surfaces that are more delicate.



### UPDATE: AZV / RZV Series - Tank & Canister

The AZV and RZV Series Vacuum Filtration Systems now come with a black tank and blue filter canisters instead of the purple tank. Same great system with minor aesthetic updates.



*Brilliant Design. Tough on Grime*

# SERVICE BULLETIN

As of September 15, 2014, Hydro Tek is using a new generator assembly. Any SC/SCU with a serial number after #201402411 requiring a generator will have new brushless 2900 watt generator installed on the unit. If you are servicing an SC/SCU model unit that needs a replacement generator, use the complete assembly part numbers listed below for ordering the replacement.

When you order the new generator assembly you will need to order:

- Assembly part# MB066 for the gas engine SC/SCU models.
- Assembly part#MB067 for 17HP diesel engine SC models.
- Assembly part#MB068 for 20HP diesel engine SC models.
- Replacement for a Leroy Somer generator, add part# KSH14 (7/8" bushing) to order.

Instructions for the field installation: New MB066 Generator Assembly

- A. When installing the MB066 generator assembly make sure you receive the hardware in **FIG.#1**. Kit includes FB516, FB616, FNS03, FNS45, FB409, FNL05, FNL06 and FWC06.
- B. In **FIG.#2** the back plate of the belt guard comes mounted to generator.
- C. The mounting plate for the generator, this plate is shipped out mounted on the generator using the FB516, FB616, FNS45, FNL05, FNL06 and FWC06 in **FIG.#3**.
- D. Install the belt guard with square captive nuts (FNS03) and truss head screws (FB409) **FIG.#4**



**FIG.#1**

**FIG.#2**

**FIG.#3**

**FIG.#4**

