



TEK TALK

Distributor Newsletter

2nd Quarter 2015

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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 under distributor services.

SALES / MARKETING

Thank you to all of you! We know you have a choice in pressure washer brands and would like to thank you all for your support of the Hydro Tek brand. We value our partnership and truly appreciate your business.

Every year we distribute plaques to the top selling Hydro Tek distributors for outstanding sales and service. We would like to take this opportunity to recognize them for that achievement.

Cougar Cleaning Equipment - Distributor of the Year
Equipment Specialists - Northern Region Distributor of the Year
Steam X

Evans Equipment & Environmental
Hydroclean Equipment
Viking Industrial Systems
Haaker Equipment Company
Professional Equipment Centre
Haynes Sales
ICES

Steam Cleaners, Inc

If you have not received your plaque it will be delivered soon.



Distributor Meeting

Invitations for the upcoming distributor meeting mailed last week. Plan to be in San Diego, CA on September 24 – 26, 2015. September is very busy in San

Diego and this hotel is likely to sell out. If you plan to extend your stay, be sure to book your reservations soon. Reservations can be made directly with the hotel. This meeting is tailored to business owners and a great opportunity to network with your fellow distributors. Information and a tentative schedule are included with the invitation. Contact inside sales or your regional manager if you have any questions.

Online Ordering?

We are exploring various options that would allow you to place orders online 24/7. A survey will be sent out shortly so you can share your opinions with us. Would you use an online parts catalog and ordering system if made available through the distributor portal of our website?

Order Online

SALES / MARKETING



Outdoor Sign Program

The Hydro Tek outdoor sign program offers you two exterior illuminated sign options (double sided or single sided). Signs are embossed, pan formed poly carbonate faces constructed in an aluminum cabinet frame and are ready for electrical wiring hookup and installation. These 5' x 5' signs are brightly illuminated giving you highway visibility at all times.

Any authorized distributor may purchase a sign. Some distributors may be eligible for a rebate to be used towards that purchase. Ask your regional manager or inside sales for additional information.



New Hydro Tek Website

The new Hydro Tek website has been launched and is designed for mobile optimization in order to drive more leads to you.

Here are some quick links to color brochures and tek sheets. (or click the 'support' tab, then 'technical support')

Color brochures:

<http://www.hydrotek.us/knowledgebase/color-brochures/>

Tek sheets:

<http://www.hydrotek.us/knowledgebase/tek-sheet-listing/>

There is a distributor portal on this new website as well. If you previously had a distributor login ID / password and it is not working, you will need to register to get a new one right on the distributor login page.

The new website is also mobile device compliant.

Are you aware? Google announced a new algorithm that will favor mobile friendly websites in online search results. Here is a link to check your own website:

<https://www.google.com/webmasters/tools/mobile-friendly/>

You can find out additional information about this google ranking system change online through many reputable websites. Website professionals are suggesting you make your website mobile friendly to improve your internet search rankings.



Email Address Updates

hydrotek.us vs. hydroteksystems.com

Please take a minute and update any email addresses you have for Hydro Tek employees or departments.

After a transition period of about 7 years, the old email addresses that were going to the domain _____@hydroteksystems.com are no longer valid. All email addresses should be sent to the _____@hydrotek.us domain. (Example: use sales@hydrotek.us not sales@hydroteksystems.com)

SALES / MARKETING

Quick Facts:

- The Hydro Tek HN Series has the smallest footprint when compared to other brands of natural gas pressure washers.
- The Hydro Tek Bypass Cool™ feature has been a standard feature for over a decade on many Hydro Tek machines with a float tank. It keeps your pump from overheating and allows for the pump on these models to stay in bypass mode for a longer period. Current models that include this feature as standard are HD belt drive units and the HN Series.
- Hydro Tek self contained units (CPS, CPX, SS, SC, SCU, SCX) come bulk tank ready. They are easily mountable to any truck or trailer and plumbed in a way that makes it simple to connect to your bulk tank. When ordered with a Hydro Tek trailer or tank skid the pressure washer is installed and factory plumbed.

NEW PRODUCTS



NEW Inlet Plumbing

All Hydro Tek cold and hot water skids have a new plumbing feature for pump longevity. Large, no-kink hoses ensure adequate water feed to prevent cavitation and pitting of the pump valves and seals caused by too much vacuum inside the pump.

Increased size inlet hose means the pump does not have to work as hard to pull the water in from a tank so the pressure output is not reduced. This is especially critical when used with direct drive, high speed pumps which are difficult to prime. A thermal relief valve may prevent ceramic plungers from cracking due to thermal shock but does not always prevent damage due to cavitation. Pitting inside the pump can begin to occur when the bypass water reaches as low as 95°F and a thermal relief valve does not activate until around 145°F. This hose material will not crush or kink ensuring maximum inlet water flow.



NEW Non-Permeable Gas Tanks

Another step in the CARB and EPA evaporation requirements is to manufacture pressure washers with non-permeable gas tanks. Instead of switching to metal tanks, which have the probability of rusting,

we are using new, black tanks manufactured with a special material to eliminate fuel evaporation. The old, red 8 gal tank (part# WT07R) is discontinued, use part# WT08N as a replacement 8 gallon gas tank.



NEW Gas Cap with Gauge

There is a CARB and EPA compliant gas cap with integrated gauge available to fit the new Hydro Tek non-permeable gas tanks. The caps are non-vented, tethered and have a float gauge. Part# WT8GA, List price \$60

NEW PRODUCTS



NEW CWD15002E1

This new 1500psi, 2gpm cold water pressure washer has an industrial duty, direct drive pump with non-integrated unloader and low RPM drive to outlast others in its class. It has two separate downstream soap lines and a shelf for two 1-gallon soap buckets. Using the soap dial, your customer can select between two different types of soap. With its water tight control box and auto start/stop convenience it is ideal for use in a wash bay for vehicle washing.

NEW 2015 Models

Based on your feedback, additional models and features were added to the 2015 product line

- ▶ More General Pumps on Hydro Tek pressure washers. Over 20 more General pump models added
- ▶ More High flow / High heat washers. The SC, SCX, & SCU have 8-9 gallon per minute models. This was done with the development of the large 6 spiral high-flow coil, higher output Beckett burners, and heavier duty chassis. The larger combustion chamber on the 6 spiral coil design also reduces the NOx emission significantly for less air pollution.
- ▶ Addition of 8-10 gallon per minute cold water washers in the cold water CW, CPS, and CPX Series.
- ▶ More Honda Powered Skids
 - Industrial washers with a Honda GX390 engine in cold and hot water wash skids
 - Larger Honda GX630 and GX690, v-twin engine availability in large flow cold and hot water wash skids



- ▶ More Kubota Powered Skids



- New series of cold water, diesel powered wash skids: CPX Series Up to 5000psi or to 8gpm



- New series of hot water, diesel powered wash skids: SCX Series Up to 3500psi or to 8gpm

PRODUCT UPDATES

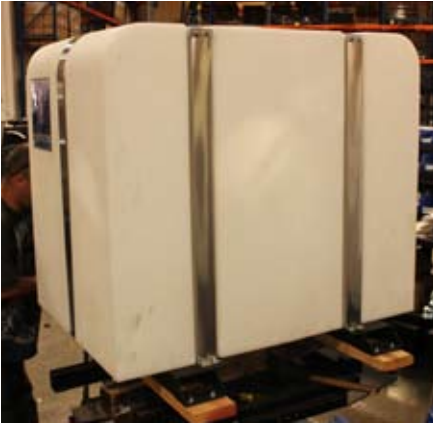
Battery Box Access Update

There are a couple inches of added clearance between the bulk tank and skid for battery access on all the 200 gallon tank skids (Part# T185T and Part# T185TW). The tank skid length is still 74" in order to fit it into the back of a pickup.

Bulk Tank Strap Update

Improved tank straps for bulk tanks on all 270 gallon and 540 gallon Hydro Tek ProTowWash® trailers and 270 gallon tank skids. These straps are stainless steel and secure both the front/rear as well as the sides. These straps can also be ordered if you are doing an installation on a flat trailer.

Part# HTS34 or # HTS35



Panel Fasteners Update

On a recent distributor survey there was a suggestion to improve our fasteners. We looked into it and made a decision to start using new serrated, hex head fasteners on panels and belt guards that will stay tight. The new fasteners can be used with both standard and metric wrench and has a flange to protect the panel from scratches when tightening or loosening the screw.



Hydro Twister Packaging Update

Recently we worked with our freight management group to improve the packaging on surface cleaners to prevent damage when shipping through UPS parcel service.

Unloader Update on some SS Series Skids

The flow activated unloader is being replaced by a pressure activated unloader on SS35005VG, SS35005VH, SS35005VC, SS35005VH. The only models remaining with flow activated unloaders are the SS35006VG and SS35006HG. This change was made based on distributor feedback and field test that have shown these pressure activated unloaders are proving to work well when used with longer lengths of hose and on single gun models under 5.5gpm. If you prefer your machine built with a K7 flow activated unloader and the specs of the machine are safe to run with a K7 type unloader, order part# AVG92



Thermal Dump Valve Update

End of the year 2014 we switched to a new thermal relief valve on our high flow SCU Series skids. The new relief valve (Part# UPT50) has proven to be better performing and a more reliable way to protect the pump from overheating.

PRODUCT UPDATES

Bulk Tank Fill Update

Bulk tank fill on trailers and tanks skids will now be through the tank lid. Additionally there is now an optional high level water shut off valve that can be ordered to prevent your tank from overflowing.

The shutoff valve is very simple to install by screwing onto the bottom of the tank lid.



To order the shut off valve, order part # VVF18

Seal Saver Bypass Update

The bypass line on the pressure washer is routed back to the bulk tank on all Hydro Tek ProTowWash Trailers and Tank Skid systems. Previously this was an option available at an additional charge. By recirculating the water back to the bulk tank it ensures that the pressure washer is kept cool while the pump is in bypass mode.

Note: This feature is not included on systems ordered with inlet soap injection.

SCX30005-MS Update

The Mine Spec SCX wash skid now includes 36 gallons of diesel fuel like the rest of the SCX Series. Previously the fuel was 18 gallons. In order to increase the diesel fuel capacity, we reduced the float tank to 8 gallons.

Please make note of these fuel and float tank capacities on any old brochures or tek sheets you may have.



CPD Series Update

The CPD Series (cold water, upright, dolly style - shown at left) is discontinued and no longer available.

Brilliant Design. Tough on Grime

CURRENT PROMOTIONS

Drought Buster Recycle Trailer Package

Give your customers the ability to Wash, Recover, Reuse their wash water with the recycle trailer package.

Package includes:
SC35005VH Skid

- Gas powered, 570cc Vanguard twin cylinder engine
- Diesel heated, 110v burner, adjustable temperature to 250°F
- 3500psi, 4.8gpm, Belt Drive General pump
- On-board 2900w generator to power filtration system and burner

Trailer

- Installed on 200 gallon, single axle trailer with stainless high pressure hose reel

Recycle System

- Vacuum recovery / filtration system, with containment berms, for wash water reuse or disposal
- 6 stage filtration process filters to 5 microns purity

Order the Drought Special Recycle Package, priced with a special distributor net price.



HN Series Free Frame Upgrade

Order any model in the HN Series (Natural Gas, LP, or Diesel heated) and you can add a FREE stainless steel frame upgrade.
Part# HS222

Regular list price \$1440

Be sure to ask for the free frame upgrade special when placing your order, it is not an automatic substitution.



Just Add Water Trailer Promotion

Order any SS Series wash skid that is 4.8gpm or less and add a Just Add Water style trailer package for a special net price.

Trailer includes:

- Both high pressure and low pressure stainless hose reels
- 100' inlet hose
- Shipped plumbed and assembled on a pallet

Order Part#T2JAW, special net distributor priced for package.



SERVICE BULLETIN

As part of Hydro Tek's ISO quality certification, we isolate issues with vendor components and work with that vendor for a timely resolution. Most component problems are identified here at our facility and never become part of a product but in some cases the component may go all the way out into the field before presenting a problem. In the last 6 months, corrective action was taken on the components below.

Beckett Power Light 12vdc Igniter

An epoxy seal applied by Beckett during manufacturing was noted to be the cause of some Power Light 12vdc Igniter (Part# BMT12) failures. Components that made it onto Hydro Tek pressure washers were replaced and the issue has been resolved. As an additional preventative measure, we are now testing all of these igniters separately before installing onto our pressure washers.



General Pump K7 Unloader

During manufacturing of some K7 unloaders, too much grease was being applied to the component. It was determined this was the cause of the unloaders staying in loaded position instead of going into bypass. The K7 unloaders that did have this failure were caught by our machine testing department and replaced before shipping. General Pump has inspected their K7 inventory and initiated steps for corrective action within their manufacturing process.



Hydro Twister Swivel

There were some issues of swivels that were cracked and leaking in the field. In some cases, this was caused by shipping damage to the swivel. Other instances were reproduced when overtightening the tapered inlet port fitting. Two processes are now updated on our end to prevent this swivel failure. One is the shipping / packaging process to eliminate the freight damage. The second change is a new 90° elbow fitting, new 1/4" port (which is no longer tapered), and an installation label on the hose listing the torque specification for assembly. Both the swivel vendor and our QC department believe this issue is resolved.

"DO NOT OVER-TIGHTEN 3/8" ELBOW-SWIVEL FITTING MAY BE DAMAGED OVER 12 FOOT POUNDS OF TORQUE"