



# TEK TALK

## Distributor Newsletter

3rd Quarter 2015

### In This Issue:

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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](http://www.hydrotek.us) under distributor services.

## SALES / MARKETING

### New Full Line Brochures

Thank you for waiting patiently for the new Full Line Brochures to be edited and printed. This past week we packaged and shipped some brochures to each of you. Enclosed in your package is a literature request form you can use to order additional marketing materials at your convenience.



### Pricelist Changes

Please make the following corrections on your current pricelist to correct specifications that are typed wrong. All brochures and Tek Sheets that you have or the ones online are accurate.

SS30004HG: Temperature column should read 200, not 250 and Adj. Temp/Steam column should have an 'A', not 'S'

HD25004E2G: HP column should be 6.5, not 5hp

CPS30005VH: Downstream soap column should have an 'N', not an 'O'

CWD15002E1: Power/Engine column should read 20amp, not 15amp

Once we get the new SM Series added to the pricelist (and a couple additional new models) we will distribute a new revision of the Machine and Accessory Pricelist.



### Regional Managers / Inside Sales

In May we introduced Steve Ostergren as the new Northern Regional Manager. Many of you in the northern region have had the opportunity to meet him. Thank you for being so welcoming. He is continuing to put together his travel itinerary to meet each of you in the northern region. For all Northern region accounts, your main inside sales

contact is Tom Germain at 909-799-9222 x214.

The Southern Regional Manager, Marc de Falkenberg, also has a main inside sales contact. Tim Mulder can be reached by calling 909-799-9222 x204



Most day-to-day inquiries can be called or emailed to your inside sales contact. They are the easiest to reach and have direct access to shipping reports, product availability, and technical support.

## FEATURED DISTRIBUTOR

### Haynes Sales

by Marc de Falkenberg

Lester Haynes had other intentions on his mind before he began his pressure washing career as owner of Haynes Sales in Moorpark and Van Nuys, California.

He graduated from Cal Lutheran in 1977 with a degree in criminal justice. After graduation Lester worked in a juvenile detention center full time. Needing to supplement his income, Lester began part time work selling automotive parts. After months of being the top salesman selling parts he had an opportunity with Victory Industrial to become their sales manager. He left his criminal justice world and took on this new career. Unfortunately after only 3 months, the company closed down.

Lester enjoyed sales and, with financial help from his father, he opened up his own business selling hoses and chemicals out of his Dodge van in 1979. In 1981, Lester moved to Simi Valley and began selling Karcher products. He remembers the struggle he had selling against Landa and recalls the visit from Hydro Tek president, John Koen, who brought a trailer unit with an SC30005 on it and thought this was going to be the answer. Lester was very impressed with the design and the stainless steel look. That was in 1987 and Lester has been selling Hydro Tek ever since.



I asked Lester what he likes about Hydro Tek and he said, "The machines appeal to industrial customers, they are rugged, sleek and durable." He also noted that the stainless steel is a great selling point and has been very successful selling that feature. Lester talks about his success and says that he prides himself on making the customer happy. He treats his customers like family knowing their birthdays, anniversaries, and kids names and says, "Once you buy from me you have an extended family member".

In March of this year, Lester opened a second location in Van Nuys, CA. When you call Haynes Sales you will hear the tag line that customers love, "Haynes Sales...we sell the best and service the rest"

Congratulations on your newly opened second location and your fantastic sales this past quarter.



*Brilliant Design. Tough on Grime*

## Quick Facts:

- Kubota diesel engines have been used on Hydro Tek pressure washers for 28 years. We continue to be a leader in the industry with Kubota brand diesel engines offered in both cold and hot water mobile wash skids



SS Series



## Wall Posters

Would you like Hydro Tek machine posters? Two styles are available to order. Standard 2' x 3' poster stock (shown at left) or 2' x 2' sturdy gatorboards (five shown below in a wall collage) can be ordered and drop shipped to you. Posters and gatorboards are net \$40 each to distributors. Contact Denise in the marketing department for more information or to place your order.



## Distributor Meeting

We are less than 3 months away from the 2015 Distributor Meeting being held in San Diego, CA on September 24th and 25th.

Enclosed is an informational flyer with the RSVP phone number to make your hotel reservations. We are inviting all CEO/owners and their spouses to join us. Be our guests Thursday night and Friday night. There is an exceptional rate if you would like to extend your stay in San Diego by coming in earlier in the week or staying later.

We do want to alert you that rooms for Saturday night, September 26 are almost sold out of our room block. Additional rooms for Saturday night may be available but could be the regular hotel rate.

We were alerted of some problems when making reservations and the hotel has now fixed the problem. Be sure to use the local hotel phone number for the hotel sales department (619) 233-9922, not the (800) number that was previously published.



## NEW Portable Skid Line – SM Series

Small footprint and highly portable! The new SM Series weighs less and is easy to maneuver to customer's wash site with the included airless tires. It has a 12v diesel burner and is powered by commercial Honda engines. No outside power required. Comes with the Hydro Tek SpiraLast™ lifetime coil warranty. Currently there are two models to choose from. (see enclosed for additional information)

### SM30003HH

List Price \$5495  
3000psi, 3gpm  
pull start GX270  
Honda gas engine

### SM40004HH

List Price \$5895  
4000psi, 3.5gpm  
electric start GX390  
Honda gas engine



## NEW Model in the SS Series – SS35004VG

Now available, the SS35004VG has a 12v diesel burner, 479cc Vanguard V-twin engine, and a belt drive General pump. This self-contained skid has an adjustable thermostat up to 250°F wet steam with specs of 3500psi and 4gpm.

### SS35004VG

Special  
List Price  
\$7695



## NEW CW Series Models Added CW35006E3 & CW35006E4

Looking for 3500psi, 5.6gpm cold water, electric powered pressure washer? It's not on the pricelist yet, but it is now added as a standard available CW Series machine. Electric powered by 15hp motor (E3 is 208/230v, 3ph and E4 is 460v, 3ph) and has a belt drive General Pump with all the same standard features as the CW30008 models. These two new models are being added to the price list. Color brochure and tek sheets are enclosed.

CW35006E3 or CW35006E4  
List Price \$5495





## PRODUCT UPDATES

### UPDATE: SC and SS Series Configuration

Below are recent configuration changes on SS and SC Series for improved serviceability.

- Standardization to 26" x 3/8" high pressure hose from unloader to coil inlet hose. Steel hydraulic swivel fittings are now used for connection at each end of the hose for easy service disconnect needs. Prior units were only configured with the steel swivel fitting at one end.
- Inlet of unloader at 90 degree port instead of the "run" 18 degree ports to reduce chances of reversed unloader plumbing during service work.
- Unloader clearance mount holes on SS Series shifted toward the middle of the frame, like the SC Series, to increase clearance for access to the pressure relief valve.



### UPDATE: AZV / RZV Series

On the Hydro Vacuum® AZV/RZV filtration systems there is a stainless housing to protect the vacuum motor from weather and road debris. Inside the housing, there used to be nutserts holding the vacuum motor to this housing. Where the nutserts used to be, there are now large bolts. These bolts make changing a vacuum motor much easier and reduces the chance for damage to the housing or the vacuum motor.

## SERVICE BULLETIN

### Swivel Change on Hydro Twisters

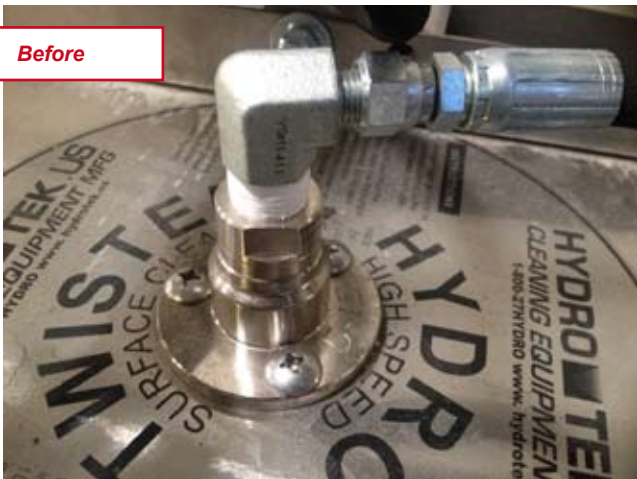
Last issue of Tek Talk we noted twister swivels experiencing some cracking / leaking failures at the inlet fitting. The wall thickness of the swivel inlet port now has more material with a thicker wall.

With the increased wall thickness of the new swivels, there is also a new size elbow fitting which is 1/4" MPT x 1/4" JIC.

If needing a replacement swivel for a surface cleaner manufactured before June 19, 2015, you will also need to order the new elbow fitting (part# D5545) to fit your replacement swivel.

When ordering a replacement swivel, please be sure to have your surface cleaner's serial number handy and we can assist you in ordering the correct swivel configuration.

Before



NEW  
Thicker wall swivel



### General Maintenance Reminder

Please remind your service technicians and customers to frequently tighten all fasteners throughout their pressure washer, including things like exhaust elbows and engine mounts. This is an often overlooked maintenance item.

## CURRENT PROMOTIONS

### NEW - SM Series Free Frame Upgrade

Free stainless frame upgrade with purchase of the new SM Series. (See enclosed for information on the all new SM Series portable skids)

Order in the month of July to guarantee your low introductory price and stainless frame upgrade for the remainder of 2015.



### Pump Upgrade

For a limited time we will upgrade you from an AR pump (SS35004VH) to a General pump (SS35004VG) for FREE. The SS35004VG is not on your current pricelist since it is a new model so please make a note of this availability.

### HN Series Free Frame Upgrade

Order any HN Series (Natural Gas, LP, or Diesel heated) and get a FREE stainless steel frame upgrade.

Part# HS222, List price \$1440

*You must ask for this frame upgrade special when placing your order, it is not an automatic substitution.*



### Drought Buster Recycle Trailer Package

Includes:

#### SC Skid - SC35005VH

- 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 for wash water reuse or disposal

- Vacuum recovery / filtration system
- Containment berms
- Vacuum hose and scupper

The Drought Special Recycle Package is priced with a special distributor net price. Call inside sales for details.



### 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 for a special net price and free freight on the trailer.

Trailer includes both high pressure and low pressure stainless hose reels, 100' inlet hose, all shipped plumbed and assembled on a pallet.

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

