



# TEK TALK

Distributor Newsletter

2nd Quarter 2016

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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.

## FEATURED DISTRIBUTOR

### Hydro-Chem Systems, Inc. in Michigan by Dan Swede

Hydro-Chem Systems Inc. has been in the pressure cleaning business since 1971 when our founder started off as a "one man and one machine" company. Today we are a 100% employee-owned company that manufactures automated truck wash systems, detergent solutions, and custom pressure washer packages.

Due to our increase in sales, we will be moving into a 50,000 square foot facility in the 2nd quarter of 2017. This will allow our company to expand our showroom and operations, giving us the ability to have more Hydro-Tek pressure cleaning systems on display. We expect to continue to grow by leaps and bounds, driven by our committed and knowledgeable employee-owners.

Along with our core values, we believe that treating others how we wish to be treated and taking a consultative and educational approach with our clients is better for business. We have done more than business; we have developed long-term relationships with our customers. You could say that our motto is "Don't just make sales; make relationships." We offer our customers a very knowledgeable sales staff and service department.



If you are not taking care of your customer,  
your competitor will.  
~ Bob Hooley

## SALES / MARKETING



### Happy Retirement

We all wish Rick Hovick, Factory Support Manager, the best in his retirement. He retired a couple months ago but continued to come into the office to assist with a smooth transition to his replacement. Rick will be greatly missed!

### Welcome to the Hydro Tek Team

Many of you have spoken with Michael Waldum, Inside-Sales Manager, over the past month or two.

Michael has proven to be a fantastic fit with our Inside Sales Team. He has over 20 years mentoring sales teams in California, Colorado, New York and Texas and knowledge in helping businesses develop solutions to generate sustainable revenue growth. Give him a call and pick his brain, it's a free service! 😊



### Nilfisk Update. by John Koen

As most of you know, Nilfisk has acquired two businesses, one being Hydro Tek, to add to an already impressive portfolio of cleaning machine solutions. As I'm sure you are aware, both Hydro Tek and Pressure-Pro, the other acquired company, are industry leaders that specialize in High-Pressure Washers. Nilfisk saw that Pressure-Pro and Hydro Tek were the ideal match considering our specialized expertise in both cold water and hot water equipment and our strategic locations on both east and west coast.

Pressure-Pro and Hydro Tek have begun to share best manufacturing and sourcing practices in order to deliver to you the best value on the market regardless of the brand you choose. Our next steps will be working on sales initiatives and identifying how we can work together to best serve our customers. The team, myself included, is excited for 2016 and I am encouraged by the collaboration thus far. This is an exciting journey with three powerful companies: Nilfisk, Hydro Tek and Pressure-Pro. We are glad you are along as a dealer partner, so together we can deliver the best consumer experience in the industry.

*Floor to Ceiling, Sidewalk to Roof*

## SALES / MARKETING (cont.)

### Nilfisk National Sales Meeting

Pressure-Pro and Hydro Tek were invited to the annual Nilfisk National Sales Meeting held in Minneapolis the week of April 18. This was a fantastic opportunity for the Nilfisk divisions and the new high pressure washer divisions to meet in person. We



received a hands-on introduction to the world of soft and hard floor care equipment, reviewed market strategies, and toured the new Brooklyn Park, MN facility. Photo of some of the pressure washer division.

Top row, left to right: Greg Cross, Steve Ostergren, Denise Tyo  
Bottom row: Agustin Garibay, Pressure-Pro's Alexis White

### NEW NET Pricing Format

The New 2016 Hydro Tek Pricelist and Pricelist Letter was emailed and mailed last week.

Pricing is now shown as Distributor NET pricing for simplicity. There are 2 columns of NET pricing: one for Stocking Distributors, and the other for High Volume Distributors and is effective May 23, 2016. All other marketing and freight programs will remain the same. If you would like additional pricelist copies please let us know.

### Continuing Freight Programs

We will continue to offer the following freight programs, combined with your new net pricing, to give you maximum savings with your orders.

- Free Freight on orders over \$5000 (\$10,000 for Canada). Trailers, Hydro Vac, and Hydro Loop are excluded. NOTE: Specialized parts that we do not normally stock will have to be added to a separate order and be shipped PP+
- Low flat rate freight (shown at the bottom of your pricelist) applies to those orders not receiving free freight or for Trailers, Hydro Vac, etc.
- Silver Elite customers get free freight on all pressure washers, any quantity.

## PRODUCT UPDATES

### Discontinued Series-Revamped as Private Label Program

The SCU Series is discontinued from the standard Hydro Tek branded product line. It was updated slightly and positioned to be the first machine offering released as a Private Label Series. For additional information on the Private Label program, contact your regional manager or the inside sales department at ext: 3.

### Hot Link Fuel Tank Size

Capacity of the fuel tank is 3 gallons not 4 gallons. Over the years the fuel tank mold changed and we did not catch the reduction on tank size. The models affected by this are the CPHL5 Hot Links. Specification sheets are updated.



## PRODUCT UPDATES (cont.)

### HN Series, High Flow Models Now Available

We have had some requests for a high flow, Natural Gas stationary pressure washer. We do understand that these models are not for everyone but have added a special order model to meet this need, that is also priced attractively. Based on feedback from distributors we have equipped this standard with 2 guns and 2 hoses which works well with the lower standard heat rise of this model. When a single gun is activated, you get 200 degree water and when the second gun is activated the temperature rise is reduced to 80 degree above your incoming water temperature or you can adjust the thermostat down based on the application it is used for. The eight spiral coil is machined to minimize the water restriction of the 1/2 coil pipe to give you all the wash power and reliability you need.



These new models are HN30008E3G and HN30008E4G.

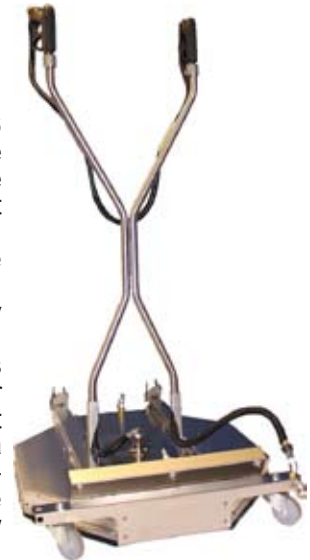
- 3000psi, 7.5gpm
- 1/2" x 158ft 8 spiral coil with 80°F heat rise
- 15hp motor available in 3 phase, 230v(E3) or 460v(E4)
- General Pump
- Standard setup as a 2 gun system

These are special order and have about a 15 day lead time

### Contractor 4-in-1 Hydro Twister

To complete the updates to the 2016 ANT4C Contractor twister, we have replaced the handle with a wishbone style that mimics the handle on most of the Hydro Tek surface cleaners. The ball pins that used to attach the handle to the base have been replaced with a much simpler handle assembly creating a free floating handle when in use, and folds flat for storage. This new ANT4C Contractor Hydro Twister is outfitted with a high pressure inlet filter to reduce nozzle clogging and a new aluminum spray bar with 4 multi-angled nozzles for faster and more consistent cleaning with higher flow pressure washers.

Minimum 5.5gpm pressure washer recommended.  
Maximum 10gpm, 4000psi, 250°F



### Recovery Twister Vac

The newly refreshed Vac Twister, Model# ANTV5, has the updated rugged and simple to assemble wishbone style handle. This recovery Twister Vac is also being updated with a new aluminum spray bar to increase cleaning speed.





## NEW PRODUCTS

### NEW CPS Series

New model in the Cold Wash Skid CPS Series is a CPS40005VC, 4000psi @ 4.5gpm, and a belt drive Cat Pump.



### NEW SC Series

New model in the hot water wash skid SC Series is a SC30009KAF, 3000psi @ 8.5gpm. This model comes standard as a two man setup (2 guns, wands, hoses) and is also an adjustable flow model to reduce water consumption as desired.



Additionally all of the SC Series 8gpm and 9gpm skids were updated with a larger 6 spiral coil for more efficient heating.

### Hydro Twister Surface Cleaners

Hydro Tek has expanded the very popular Trident Hydro Twister® Series, that was released fall 2015, with models available in a larger deck. These 28" Trident models include a high pressure inlet filter to reduce nozzle clogging from debris in the water. They are constructed of stainless steel, brush skirt to contain the splash, and a new hardened aluminum rotary arm.

Available in choice of wheel preference: three casters for the convenience of free movement to wash side to side or choose the large, airless rear tire version to reduce fatigue when working in straight lines.

Additionally, the newly updated 28" round deck models have a unique spray arm with 4 angled multi-thrust nozzles for effective and efficient cleaning, designed to be used with your larger volume pressure washers for unprecedented cleaning speed.

Minimum 5.5gpm recommended  
Maximum 10gpm, 4000psi, 250°F

Model# ANT28, Three, non-marking casters, new 28" round deck with new 4 nozzle spray arm

Model# ANT29, Large, airless rear tires, adjustable pressure valve, 28" deck with new 4 nozzle spray arm and the hoop handle folds for storage.



## NEW PRODUCTS (cont.)

### Hydro Twister Roof Washer

The newest surface cleaner from Hydro Tek is the ANTR1 Roof Cleaner. Attach this accessory to a hot or cold pressure washer to remove algae, mildew, and dirt streaks from a roof. Constructed of rust resistant stainless steel with an aluminum spray bar to ensure a long life of use, even in corrosive environments.

Includes a pressure reduction valve, pressure gauge, non-marking wheels, and a ball valve to shut off water. Wheel width and height are adjustable, without tools, for maximum impact on a variety of roof styles.

24" deck width, Max 4000psi, 6gpm  
Use with cold or hot water up to 175°F  
Quantity 2) #2.7 nozzles included. Refer to nozzle chart for compatibility of your customer's pressure washer. Additional nozzle sizes are available.  
Model# ANTR1



### Hydro Twister® Convertible Undercarriage Surface Cleaner

Clean the undercarriage of trucks, boats, and farm equipment with the new Undercarriage Washer. Attach this accessory to a hot or cold pressure washer to effortlessly remove grime from the underside of vehicles and equipment. If you need to clean concrete, simply reverse the casters and flip the deck over to be used as an efficient flat surface cleaner. Rust resistant, stainless steel



construction, with an aluminum spray bar, to ensure a long life of use even in corrosive environments.

24" deck width, 7" clearance height needed

Use with cold or hot water up to 210°F,  
Max 5000psi, 6gpm

Quantity 2) #2.7 nozzles included. Refer to nozzle chart for compatibility of your customer's pressure washer.

(Replaces previous composite deck version) Additional nozzle sizes are available.

Ideal for washing:

- Crop seeds and dirt from harvesting equipment and other tractors
- Slime and oil from boat hull, outboard motor and trailer
- Mud from UTVs and off-road vehicles
- Road grime from motorhomes and trailers
- Grease from underside of vehicles at repair shops

Model# ANTUN



*Brilliant Design. Tough on Grime*



## Replacement Nozzle Insert for Leaking Swivel on 24" Surface Cleaners

There are several reasons that could cause water to leak from the weep holes in the swivel on a Trident Series 24" Hydro Twister.

- This is an indicator designed in the swivel to show when one of the cleaning nozzles on the spray bar is clogged
- If the water temperature is above 210°F
- A worn venturi nozzle on the inside of the swivel

Most of the time you will either need to unclog the cleaning nozzles or just need to replace the top swivel nozzle inside the swivel rather than the whole swivel itself. The swivel nozzle repair kit is, Part# VA006, and instructions how to accomplish this are below.

During the first few months of implementation of the new 24" Trident Twisters, we discovered that an improvement could be made to the design in order to ensure reliability of this swivel nozzle. We worked with our supplier to design a spacer that was added to the upper cylinder of the nozzle assembly which supports the orifice at the nozzle, and reduces the possibility of separation happening inside the swivel housing. This change is now standard on the surface cleaners that use the VA003 5000psi swivel as well as any replacement swivels.

Here are the steps to remove and replace the nozzles if necessary:

- Step 1: Take a 1" wrench to remove the top housing on the swivel (Fig.1).
- Step 2: Once the housing is removed take a 7/16 wrench and disassemble the nozzle from the swivel stem (Fig. 2).
- Step 3: When the nozzle is removed inspect for wear or a worn o-ring, if nozzle is bad replace the nozzle (Fig.3).
- Step 4: Inspect the bottom nozzle for uneven wear (Fig.4).
- Step 5: Install new nozzles.
- Step 6: With the new nozzles installed you can retighten the swivel housing on the twister deck (Fig.5).
- Now you are ready to connect the hose, swivel and retest twister.

Be careful not to over-tighten components.



Fig. 1  
swivel housing

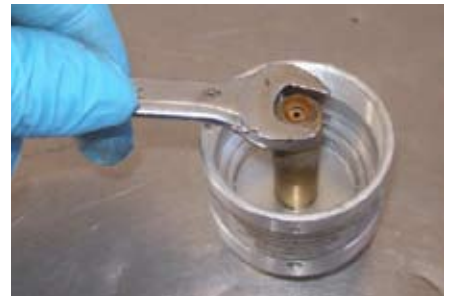


Fig. 2  
7/16 wrench, remove  
the swivel top nozzle



Fig. 3  
top nozzle



Fig. 4  
bottom nozzle



Fig. 5  
tighten the swivel cover to  
swivel plate & retest