



# TEK TALK

## Distributor Newsletter

3rd Quarter 2016

### In This Issue:

- **Featured Distributor**
- **Sales & Marketing**
- **Technical Bulletin**
- **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

### Hydroclean Equipment, Inc

De Pere, WI

Hydroclean Equipment Inc.'s humble beginnings started 32 years ago in 1984. John started the business by himself working out of his garage and now he and Aaron Stordeur employ over a dozen staff members and have a fleet of trucks.

They attribute part of their success to providing quality equipment with a professional staff.

They offer prompt service and products that leave a lasting, positive impression on each and every customer. Also part of the successful growth is the prime location. The desirable area has grown significantly over the past few years. Online advertising and a skilled, aggressive sales team is a recipe for success. Aside from that, they have recently updated their entire website to reflect a more modern image. They have also implemented a point of sale program which allows them to remotely access customer records, create new invoices, sales orders, and receive payments. This is an excellent way to help generate new sales and respond to customers' needs in a timely fashion at the same time.

Hydroclean keeps a well-stocked show room floor with multiple machines and options. It's no surprise that customers come in with questions and leave with a Hydro Tek which suits their needs. That goes to show the importance of stocking machines when

your competitors don't.

All this with a 'can do' attitude is what has kept them in business for so many years. With this blueprint for success they'll be around for many years to come.



## SALES

### Uncommon Use for a Pressure Washer

From Australian Pumps in New South Wales

*I thought you might be interested in these photographs. It is one of our good customers doing a good deed for his local church. He is filling up the baptismal tub with hot water from his Hydro Tek pressure washer before they start baptizing people in the cold weather. In the photographs, you can also see the customer's two kids helping fill the tank.*



If you have any customers who tell you about an unusual job they did, and photos if you can get them, email a short article so we can share it. Send your email to [marketing@hydrotek.us](mailto:marketing@hydrotek.us)

*Brilliant Design. Tough on Grime*

## NEW PRODUCTS

### **NEW: All Electric, Hot Water Pressure Washer**

Emission free and safe for indoor installations without the need for ducting to the outside. The Hydro Tek HE30005E4 uses a heating element that heats water through a piping system, instead of using a bath system, reaching maximum temperature in just under 3 minutes and will continuously keep high temperature water flowing at almost 5gpm. No need to wait for water to heat up. Many all electric pressure washers use a bath style heating system that requires a long heating and recovery time to replenish and heat the water you use.

This model uses a 10hp electric motor and requires 460v, 3ph, 92amps and has a smart start feature to prevent full amp surge at start-up protecting your power circuit.

Enclosed is a product release, tek sheet, and color brochure on the New HE Series all Electric Pressure Washer.

Model# HE30005E4 3000psi, 4.8gpm



### **NEW: Portable, Gas, Cold Water Pressure Washer**

We have made it easy to consolidate your purchases with the addition of a small, portable cold water washer to the Hydro Tek brand. Industrial pump, non-integrated unloader and Honda engine all mounted on a stainless chassis. Airless tires and handle included. Add these to your large skid orders to keep in stock for on-the-spot sales.

Enclosed is a product release, tek sheet, and color brochure on the new CP Series Portable Cold Water Washer.

Model# CP40004HG 4000psi, 3.5gpm



## PRODUCT UPDATES

### **UPDATE: Engine Oil Drain Valve Added**

Your next order of an RGV40 Gas Vacuum system will include an engine oil drain valve and oil drain hose extension. For a mess-free oil change, simply place the drain hose into an oil collection can and open the valve.



### **UPDATE: Hose Spooling Brake Added**

Both the inlet and high pressure hose reels on the National Special "Just Add Water" trailer now have a pin brake. This pin braking function was added to prevent the hose from unraveling while traveling down the highway.



### **UPDATE: Tank Lid Tether**

On trailers with two tanks (T400 and T500 models) the tank lid on the second tank now includes a steel cable tether. This will prevent the lid from being lost or flying off during transit if accidentally not tightly sealed to the bulk tank. The first tank is usually connected to a hose from the inlet reel and doesn't require a cable tether.





## PROMOTIONS

There are three **National Specials** currently running for you to take advantage of. Each of these packages are advertised to the enduser at the package prices listed. Distributors get a special net price on the package. Distributors in the continental US will also receive free freight to your location. (Low Flat Rate freight and large order freight marketing programs apply to distributors in Canada)  
National Specials are limited time offers, order soon.

### 1. JUST ADD WATER Trailer Package

Limited Time Offer

**\$8,499 + Free Freight, 24" Stainless Surface Cleaner, and 2 Stainless Hose reels**



#### Mobile Wash Skid (SS30015VS)

- Gas Powered, Diesel Heated – 12V burner
- 3000 PSI, 4.8gpm Belt Drive Pump
- Cold/Hot/Steam, Adjustable up to 250°F
- 47Bcc Vanguard twin cylinder engine
- SpiralLast™ coil with Lifetime Coil Warranty

#### Pressure Washer Trailer (T2JAW)

- 200 gal trailer w/ torsion axles
- (1) Stainless high pressure reel, and (1) stainless inlet hose reel
- 50' high pressure and 100' inlet hose

#### 24" Surface Cleaner (ANT25)

- 24" Stainless steel deck and handle
- Flat free rear tires, single front caster
- Adjustable pressure control
- Deck brush reduces splash

### 2. Tanks A Lot Special

Limited Time Offer

**\$6,499 + Free Freight, 24" Stainless Surface Cleaner, and 2 Stainless Hose reels**



#### Mobile Wash Skid (SS30015VS)

- Gas Powered, Diesel Heated – 12V burner
- 3000 PSI, 4.8gpm Belt Drive Pump
- Cold/Hot/Steam, Adjustable up to 250°F
- 47Bcc Vanguard twin cylinder engine
- SpiralLast™ coil with Lifetime Coil Warranty

#### Water-Tank Skid (T185TW)

- Skid mounted 200 gal water tank
- (1) Stainless high pressure reel, and (1) stainless inlet hose reel
- 50' high pressure and 100' inlet hose

#### 24" in Surface Cleaner (ANT24)

- 24" Stainless steel deck and handle
- 3 non marking casters for easy mobility in any direction
- Deck brush reduces splash

### 3. Honda Skid Special

Limited Time Offer

**Save over \$1500 FREE 28" Stainless Steel Surface Cleaner and FREE Freight**



#### Mobile Wash Skid (SC30016HH or HG)

- 3000 PSI, 5.5gpm Belt Drive Pump
- Cold/Hot/Steam, Adjustable up to 250°F
- GX630V-Twin Honda Gas Engine
- Onboard 2800 watt brushless generator
- SpiralLast™ coil with Lifetime Coil Warranty
- Industrial Duty AR or General Pump

#### 28" Surface Cleaner (ANT28 or ANT29)

- 28" stainless steel surface cleaner
- New aluminum arm and nozzle design for faster cleaning
- Deck brush reduces splash
- 4 nozzle design cleans faster saving you time and money

Choose one of the models below:

- o ANT28: 3 casters (\$1,562 Value)
- o ANT29: 2 large rear tires with adjustable pressure (\$1,743 Value)

## Choosing the Right Burner Fuel Type

Diesel fuels contain paraffin (wax) which causes it to gel as it cools, leading to possible burner failure. Due to this, diesel fuel needs to be winterized and burner combustion checked for better burner operation in the cold winter months. Number 1 (1D) and Number 2 (2D) are the primary fuels for most diesel burner applications. During warmer months, 2D is considered a summer-grade fuel. As the weather cools, fuel distributors change the mixture of the fuel to a "winter blend" or "winterized blend" of 2D and 1D. Use of summer blend fuels in your burner system during cold weather is not recommended. As the seasons change, it is a good idea to check the fuel grade, as well as consider changing to Kerosene or adding winter diesel fuel additives.

Additionally, the normal laws of nozzle orifice physics apply differently with cold fuel oil in cold weather. If coil sooting continues to be a problem, you may need to consider a smaller diesel fuel nozzle and operate it at higher fuel pressures. Be sure to monitor and adjust air / fuel mixture with a combustion analyzer or smoke check device.

Note: There is a difference between "winter diesel" and "winterized diesel." Fuel stations in cold areas in the northern U.S. offer two kinds of winter diesel fuel. "Winter Diesel" is Number 2 diesel is mixed with Number 1 kerosene in the gas station to make a winter blend. "Winterized diesel" is Number 2 diesel treated with additives by the supplier. Most fuel stations offer winterized diesel instead of winter diesel because it can be less expensive to make.

In summary, many fuel stations use different fuel blends during summer and winter months. Use of summer blend fuels in your burner system during cold weather is not recommended. During winter months, check the fuel grade, as well as consider changing to Kerosene or adding winter diesel fuel additives to avoid coil sooting and maintain optimum burner performance.

## TROUBLESHOOTING: ANTV5 Vac Twister

When a customer says their ANTV5 isn't picking up much water

To achieve optimal performance for vacuum pickup when using the ANTV5 you will first want to ensure the vacuum source is properly functioning without any leaks in the tank or vacuum hose and avoid vacuum hose kinks.

Then, one of the most critical adjustments is the deck height. Align the deck height with the surface you are cleaning. Raise it for uneven surfaces or lower for smooth surfaces. The closer the deck is to the cleaning surface the higher the vacuum pickup and performance.

This can be achieved by adjusting the casters.

- Step 1: Loosen the 9/16" caster nuts (FIG. A) on the caster by holding the inner 9/16" nut at the caster bracket and turning the top 9/16" nut counterclockwise.
- Step 2: When the bolts are loose, adjust the caster to the proper deck height (up or down) for the surface you are cleaning.
- Step 3: Once you have it in the correct position, tighten the 9/16" nuts.

Lastly, make sure the vacuum ring holes/slots (FIG. B) are free of debris and do not exceed the 200° pressure washer water temperature rating when using the VAC twister



**FIG. A**



**FIG. B**