



# THIS WEEK... IN THE NEWS!



## Cleaning Chemical Q & A

Let's talk about cleaning chemicals. EnviroSpec has had a strong line up of cleaning products for decades. EnviroSpec pioneered the chemistry that allowed a highly effective chemical product to be mixed in the field. These kits traditionally have been available in powder or powder plus liquid additive form in a drum pack that mixes into a drum full of concentrated cleaning chemical. The reason for mostly dry products is to reduce the shipping cost to the customer. Shipping water is expensive. For a very long time we have been successfully selling our cleaning chemicals this way, in a sample (power pack) size, and in a 55 gallon drum pack. Power packs allow customers to try different products without buying a full 55 gallon pack. Most power packs are packaged to mix into 5 gallons of chemical concentrate.

I would like to address mixing and storage of drum packs. I also want to talk about some changes we have made in our chemical pack sizes. Then I have a few questions for you about a new idea that we are considering that would add an additional option to our chemical product line up.

Powder drum packs have been the way we ship chemicals for a very long time. While this works very well for the vast majority of customers, here are some tips that will help you get the most out of our drum packs.

1) Mixing powders with hot water. Many people think hot water will help to get the powder to dissolve quicker, and it will, but listen up. When the mixing water is too hot the chemical is destroyed. You end up with a pail, or drum with a separated chemical product. When it's sepa-

rated badly you can see that part of it is clear, the rest still has color. This happens when the water is too hot. You would think it would be easy to avoid this, but it isn't always. If you set your pressure washer thermostat to 120 degrees, the maximum safe temperature to use when mixing chemicals, you think you are safe. But you are not safe. Do not trust the thermostat to be accurate, most are not. So, if you mix a full drum of chemical at once, here is one method to do it. If you have a different way that you do it that's fine too.

Take a poly barrel, cut off the entire top except for one bung hole. Fill the drum half way with warm water, 100 to 110 degrees. You can check it with a thermometer, or you can just hold your hand in it. Is it uncomfortably hot? If so, it's too hot to mix chemical. Carefully pour all the powder into the drum. Watch out for splashing. You should be wearing rainwear and eye protection. If you do get splashed, rinse copiously and immediately with clean water. Next you need agitation. You can use mechanical agitation, like a mixer or a paddle, or you can use the pressure washer. However you fill the rest of the drum, Do not use the heat, cold water only from this point on. If using a pressure washer Place the high pressure nozzle near the bottom of the barrel and fill it up.

If the chemical has a liquid additive, add it when the barrel is  $\frac{3}{4}$  full. The finished product should be transferred into a poly barrel that can be sealed. The storage container should be labeled for the product inside. Hang a MSDS on the barrel.

2) Mixing small batches. Now we have to do some math. Take the weight of the powder in a 55 gallon drum pack and divide it by 55. This will be the weight of powder needed per gallon.



Use a scale and weigh out the powder you need. Use a 5 gallon pail to mix small quantities. Half fill it with barely warm water, add the powder carefully, stir it up, fill it to however many gallons you are mixing using cold water. Got liquid additives? Most are sent in a one gallon container for a 55 gallon drum pack. So again, we go back to math. There are 128 ounces in a gallon.

128 divided by 55 gallons equals 2.3. So you need a liquid measuring cup. Multiply 2.3 x the number of gallons of chemical you are mixing and you will have the amount you need to add to the mix after the powder is stirred.

3) Storage. Actually storage of drum packs is usually considered a big advantage over drums of liquid because of the space savings. Drum packs need to be kept in a dry cool environment. As long as they are kept dry and cool they can be stored for a year or more without any negative effects.

4) Water quality. I just wanted to mention the effect that water quality has on how well chemicals clean. Most mobile washers don't think about it much, but depending on the quality of the water you are working with, your chemical performance is either positively or negatively affected. This is true with anything from the bar of soap in the shower, to laundry detergent, and right on up to industrial strength cleaning chemicals. If you are in an area with extremely hard water, you may want to look into a water softening system. But even if you have a shop or home based softening system you still face the dilemma of softening water you pick up at the job. Very few people are affected enough to put softening systems in line on their rig.

### **THE 20 GALLON OPTION**

If you have been watching our catalogs you



# 1-800-346-4876

should have noticed we have introduced a 20 gallon kit for most of our chemical products. We continue to work on ideas to best fill your needs. This is just another way to give you more choices. The 20 gallon kit is targeted at the customer that doesn't want a full 55 gallon drum pack, but needs more than the 5 gallons of product a power pack provides. Some customers find this to be their best option.

### **A LIQUID OPTION**

We have been working on a liquid formulation as an option to offer to our customers. It would be a super concentrate that would be shipped in a 5 gallon pail. The 5 gallons would be the equivalent of 20 gallons of the normal concentrate obtained when mixing a drum pack. So if you purchased chemical this way you wouldn't need to work mixing up powder. Most of our customers are very happy with drum packs, and they are and will remain the most cost effective way to purchase chemical products. A few of you out there started your business using liquid products and have stuck with liquids, because you are familiar with them, or because someone told you they were better. Some stay with liquids to save a little time. Whatever the reason, our new liquids have been developed for you.

The concentrate would be created in our mixing facility and depending on the amount you ordered it would be shipped to you via UPS or motor freight. The delivered cost per gallon would, of course, be a little higher. EnviroSpec is ready to gear up to offer this liquid option, but before we do we need your help as we determine if there will be a demand for these products. Please provide us with your feedback by taking the survey at the bottom of this mailer.

# EnviroSpec

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Retails for \$137.68

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