

Will alternative fuels solve energy problems?

By Bill Bane

The government is suggesting that windmill farms and more air in our tires will solve the energy problem. Everything is being considered to reduce our dependence on foreign oil except the things that would really have an impact, like nuclear power plants, more refineries and drilling for oil on our land and off our own shores.

Electric vehicles that can be recharged simply by plugging them into a 110 outlet are being touted as the cars of the future. They will grow in popularity when batteries become more efficient. But, it's more likely that Compressed Natural Gas (CNG) will be the fuel of the near future. It's plentiful, clean, gives good mileage, improves engine performance and promises longer engine life with less repairs. It costs about 40% less than gasoline and would definitely reduce our dependence on foreign oil.

At our convention in 1991, Citizens Gas Company introduced a van which operated on CNG. Dan Willis, manager of our service company, had converted some of our trucks to CNG and Steve Goldsmith, then mayor of Indianapolis, spoke at the meeting and complimented us for thinking ahead about fuel conservation and the environment.

Fuel conservation has been a priority with Bane-Clene since 1969. We resisted the temptation to use the vehicle engine or a costly additional engine to power our truck-mounted cleaning systems, and learned how to operate the pumps on electricity which is still the cheapest form of energy.

We loved those CNG vehicles, but the promise of a compressor which could be connected to a gas line in our garage never materialized. I suspect it was because the government couldn't figure out how to collect the road taxes. Technicians had to drive the trucks to an inconvenient location and wait in line to recharge the tanks, so economics dictated that we get rid of them.

Bumble bees

In the August issue of Cleanfax magazine, Jeff Cross wrote an editorial titled, "Can a bumble bee fly?" He worked it into the current economic situation and pointed out that cleaning services can go against the times and prosper. After reading it, I realized that back in the early '90s I had written an article for our Cleaning Digest titled, "Bumble bees can't fly." Since it's more pertinent today than it was then, here it is:

A student of aerodynamics will tell you that it's scientifically impossible for a bumblebee to fly, and then watch the bee fly away. In a newsletter to the carpet cleaning trade, a manufacturer of high-heat systems wrote, "Mythology will not clean a greasy restaurant carpet. It takes hot water."

*The author said that cleaning efficiency doubles with every 17 degree increase in the temperature of the cleaning solution. The second 17 degrees increases cleaning efficiency by four times, the third by eight times, and the fourth by sixteen times.**

The article was obviously directed at Bane-Clene, whose low temperature cleaning system is winning acclaim and recognition. Carpet people recognize the safety and efficiency features of the system and are endorsing and recommending Bane-Clene to their customers.

Bane-Clene operates a local service company in Indianapolis that cleans more restaurants than most service companies and uses this system that the competition says won't clean. Reminds you of the bumble bee that can't fly, doesn't it?

* Interesting note: The 17 degree theory was debunked and proven to be a false claim by a scientist working for a carpet fiber producer a short time after this article appeared in the Cleaning Digest.

Sunday, August 2, 2009

This was a very special day. Dr. Isadore Rosenfeld, a weekly medical advisor on television, was talking about the old "five second rule." You know, the one that says if something drops on the floor and is there for less than five seconds it's OK to eat it. Much to my surprise, the good doctor said that carpet is less infected with bacteria than a tile floor. How refreshing!

For several years carpet has taken a beating from all directions. Even Dr. Michael Berry, supposedly a friend of the carpet industry, publicly described carpet as a "sink" which is sort of disgusting. In fact there seems to be a concerted effort to make carpet look bad, even from the CRI which sponsors a program that actually makes carpet seem very difficult to care for.

Maybe it's time for all of the carpet industry to work together to make carpet look good and be the number one floor coverings choice of the consumer.

Bane-Clene Institute
"Course to Success!"
October 19 - 21

Stone Floors Class
Stone, Marble & Grout
October 22

Wood Floors Class
Repairing and Refinishing Wood
and Pergo Floors
October 23

See page 2 for details!

**Hard Floor
Specialty Classes:**

**Stone, Marble & Grout Class
October 22, 2009 8 am - 5 pm
\$199/person**

There is a shifting trend toward using more natural stone in both interior and exterior installations. Why not take advantage of this trend?

Comprehensive hands-on training session in cleaning, sealing, polishing and restoring marble, natural stone, ceramic tile and grout.

This class has been approved for 1 IICRC Continuing Education Credit.

**Wood Repair and Refinishing
Class October 23, 2009
8 am - 5 pm - \$199/person**

Wood flooring is becoming more popular. Some of your customers are even removing their carpets from their old wood floors and wanting them refinished!

Why get all upset about this? Why not take advantage of this trend?

Get on the ground floor and learn how to make more money with wood floor repair and refinishing.

Comprehensive hands-on training session in repairing and finishing wood and laminate floors.

This class has been approved for 1 IICRC Continuing Education Credit.

For more information and to register, call 800 428 9512.



**New, Improved Phase I™
Water-Soluble**

Odor Control Concentrate

Phase I solves the usual odor problems with so little effort. By simply adding one ounce of Phase I per gallon of cleaning solution, those everyday odors are whisked away with the recovered water in your extraction machine.

Phase I is a high-potency, super-concentrated, water-soluble deodorizer that eliminates very offensive odors by complex chemical interaction. It is NOT a mask for undesirable odors and does not in any way dull the sense of smell.

Phase I will effectively control the source of most common odors.

Phase I is an aqueous concentrate of emulsifiers, fast-acting glycols, liquifiers, couplers, perfume, dual-deodorizing system, and a quaternary ammonium chloride (a known germicide) at double the concentration of the previous formulation.

Voids stain-resistant nylon carpet warranty - though flooded carpet will have no warranty!

Use Concentration: 1 to 2 ounces per gallon cleaning solution.

Use pH: 7

**New, Improved Phase II™
Solvent-Based**

Odor Control Concentrate

For those more difficult problems such as smoke, urine, vomit, perspiration, medicines, and rancid food oils, we recommend Phase II.

Phase II is a solution of solvents, fast-acting glycols, liquifiers, couplers, perfume, dual-deodorizing system, and quaternary ammonium chloride (a known germicide) at double the concentration of the previous formulation.

Phase II is a high-potency ready-to-use deodorizer that eliminates extraordinarily offensive odors by complex chemical interaction. It is not a cover-up or a masking agent. Phase II kills animal odors, human and pet "accident" odors, smoke damage odors, kitchen odors, musty odors and mildew odors.

Phase II can be applied through a Viton sprayer, atomizer for cold fog application, or injected with an injection needle. Do not add Phase II to the solution tank or dilute it with water.

Voids stain-resistant nylon carpet warranty - though flooded carpet will have no warranty!

Use Concentration: Undiluted.

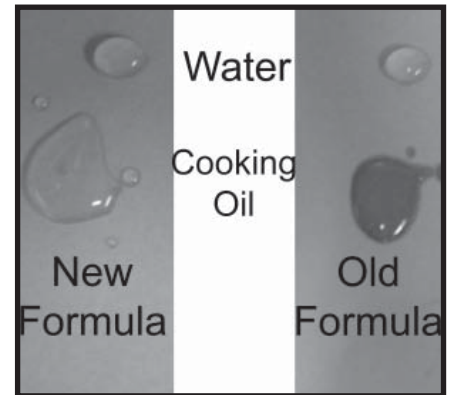
Use pH: 6-7

New, Improved Sta-Clene®

The new solvent-based Sta-Clene formula is based on a fluorinated polymer rather than the old silicone. The advantages over the old product are:

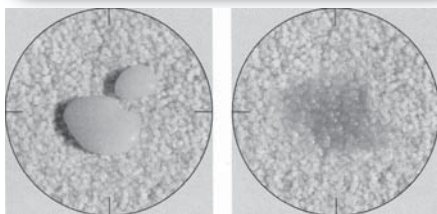
- Nearly odorless.
- Much more stable.
- Resists oil-based spills and soils.
- Better resistance to water-based spills and soils.
- Better dry soil resistance.
- Will not void stain-resist warranties.
- Works even on olefin.

Application rates remain unchanged - 1,000 sq. ft. per gallon.



Upgrade your current Bane-Clene system with a **new 3-D Base Unit** with a five-year conditional warranty - Adaptable to all Bane-Clene tank systems. **\$6,995.00** + Shipping and Handling. Call for details.

**Shaw Industries recommends
Teflon over all others.**



Treated

Untreated

Added value for your customers means added profit for you. The improved, advanced repellency carpet protector provides extra time to clean up spills, minimizes wicking and the spreading of stains. Teflon Advanced is more resistant to oil-based and water-based stains than ever, thanks to its higher repellency. And it creates a unique invisible shield around carpet fibers, keeping dirt from sticking to fibers. DuPont recommends the application of Teflon Advanced after each cleaning on all carpet types, even those with built-in soil and stain protection. Reinforces stain-blocking qualities of stain-resist nylon fibers.

Teflon Protector Special CT10-1
2 gallons Teflon® Catalog No. 10810
Regular Price with avg. S&H\$109.00
Special Price Only\$89.99

6 Cases Teflon® (24 gallons) CT10-2
Catalog No. 10810
Regular Price\$1104.00
Special Price Only\$840.00

3 Cases Teflon® (12 gallons) CT10-3
Catalog No. 10810
Regular Price\$538.80
Special Price Only\$444.44

Efficient Extract Close-Out CT10-4
2 x 92 ounce jars Catalog # 35076
Regular Price with avg. S&H\$39.90
Special Price Only\$29.95
NOTE: Not recommended for use in Bane-Clene units.

**Want more information on
Bane-Clene?**

Call us at **800-428-9512** for free information and a free Video Tape, DVD or Mini CD-ROM as well as our 552 page Catalog.
This video may also be viewed on our web site **www.baneclene.com**.

Liquid Products Teflon® Special CT10-5
Buy any four Bane-Clene labeled liquid products at regular price (mix & match) and qualify for 1 case (4 gallons) of Teflon # 10810 for \$118.00/case (\$29.50/gallon)
(Both items prepaid)

PCA 4 / Teflon® Special CT10-6
Buy 40 lb pail of PCA Formula 4# 10675 for \$149.95 then you are eligible to purchase 1 case (4 gallons) of Teflon at \$118.00/case (\$29.50/gallon)
Regular Price with avg. S&H\$373.95
Special Price Only\$267.95

PCA 5 / Teflon® Special CT10-7
Buy 30 lb pail of PCA Formula 5 # 10963 for \$154.95 then you are eligible to purchase 1 case (4 gallons) of Teflon at \$118.00/case (\$29.50/gallon)
Regular Price with avg. S&H\$376.95
Special Price Only\$272.95

Two 6.5 lb. jars Pro-Zyme+ CT10-8
Catalog # 30538
Regular Price with avg. S&H\$79.90
Special Price Only\$59.99

When you use Pro-Zyme+, you will be using 100% hi-performance chemistry blended with soil gobbling enzymes to give you the best performance ever. Pro-Zyme+ is a super concentrate detergent-enzyme blend formulated to quickly and safely digest and break down the toughest heavy soil and grease and biological contamination (blood, vomit, etc.)



Enzymes work as catalysts in this high performance pre-spray to speed the breakdown of stubborn proteins and soils typically found in restaurants and around kitchen areas. Pre-spray these areas with Pro-Zyme+ for maximum cleaning results.

Use at 2 oz./gallon. In the Injection Sprayer, dissolve 12 ounces Pro-Zyme+ in the 5 quart Injection Sprayer jug with hot water. Add CTI's Energy for extremely soiled carpets. Follow with normal extraction.

Package Special CT10-9
1 x 20 lb. PCA™ Formula 5 Cat. # 10961+
1 gallon Booster™ Catalog # 10040 +
1 gallon Teflon® Catalog # 10810 +
1 gallon New, Improved Sta-Clene® #10143
Regular Price with avg. S&H\$219.90
Special Price Only\$175.99

PCA Formula 5 powdered detergent is designed especially for use on stain-resistant nylon fibers. A potent, low-foam, 100% active product, which is safe for most carpet fibers, Not for use with aluminum equipment. Bane-Clene has earned the Seal of Approval for its PCA Formula 5 in-tank cleaner from the Carpet and Rug Institute, signifying that it effectively removes soil without any damage to the carpet.

Booster dramatically improves cleaning performance without raising the pH level.
Use concentration: 1/3 amount of PCA 5.
Use pH: 7.

New Improved Sta-Clene is based on a fluorinated polymer rather than the old silicone. Sta-Clene is designed for use on carpet, drapes, rugs and upholstery. Using Sta-Clene on rugs and upholstery is better than using a water-based fluorochemical because Sta-Clene does not increase the drying time. It is nearly odorless, much more stable, resists oil-based spills and soils, better resistance to water-based spills and soils, better dry soil resistance, will not void stain-resist warranties, works even on olefin.
Coverage: 1 gallon per 1,000 sq. ft.

Deodorizing Special CT10-10
2 gallons Phase I #10240 +
2 gallons Molecular Modifier #35008
Regular Price with avg. S&H\$107.80
Special Price Only\$77.60

Deodorizing Special CT10-11
2 gallons Phase II #10280 +
2 gallons Molecular Modifier #35008
Regular Price with avg. S&H\$111.80
Special Price Only\$79.99

**FREE PREPAID only on specials on this page
(On Prepaid Orders in 48 Contiguous States)
Strictly Limited to One of Each Special per Customer**

*For details on this issue's featured products:
Call 800 428 9512 in the United States, including Alaska and Hawaii.
Special Offers and Bargains*

Specials are effective October 1, 2009 • Expire November 15, 2009
Minimum Order Amount: \$25.00. C.O.D. & open account orders not accepted on this feature.
Not responsible for errors and/or omissions.

*Prepaid orders only: MasterCard, VISA, American Express, Discover, Debit Card;
or mail check to 3940 N. Keystone Ave/Indianapolis, IN 46205.
Indiana businesses, please add 7% sales tax.*

SPECIALTY CLASSES:

Stone, Marble & Grout Class: October 22 from 8 am to about 5 pm

There is a shifting trend toward using more natural stone in both interior and exterior installations. Why not take advantage of this trend?

Wood Repair and Refinishing Class: October 23 from 8 am to about 5 pm

Wood flooring is becoming more popular. Some of your customers are even removing their carpets from their old wood floors and wanting them refinished!

Comprehensive hands-on training session in repairing and finishing wood and laminate floors.

For more information and to register, call 800 428 9512.

More details on page 2.

Bane-Clene Institute "Course to Success":

October 19 - 21

For more information and to register, call **800 428 9512.**

Bane-Clene®

3940 N. Keystone Avenue
Indianapolis, Indiana 46205
317 546-5448 • 800 428-9512
FAX 317 543-2222

Visit our message center on our web site **www.baneclene.com.**
E-mail: **bane@baneclene.com**

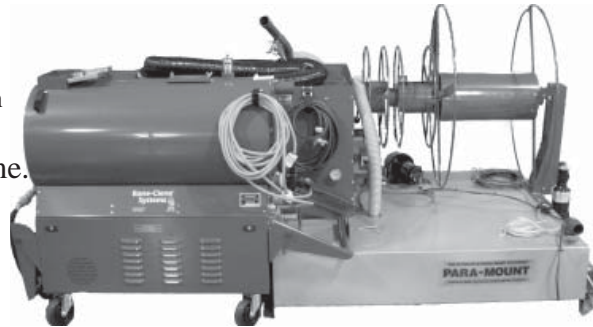
Pre-2005 Certified Used Para-Mount®

90 day warranty.

Includes ramp and installation in Indianapolis, Indiana.

Allow 2 weeks delivery time.

\$7,995.00 +
Shipping and handling



Service & Supply Centers

*Chemicals, equipment, parts & service
for carpet & upholstery cleaners.*

**Hackettstown, NJ
800 694 8555**

**United Kingdom
01293 437511**

October 2009