

Want a simple truck mount?

By Kevin Stark

An article in a trade magazine bemoaned the fact that simplicity has been lost in supplying safety and protective components for carpet cleaning equipment. If the engine should run out of oil a simple shut down switch is all that is required to avoid the loss of an engine.

The article says, *“Many high pressure pumps will be destroyed in a matter of minutes if a homeowner flushes a toilet or a car happens to park on the water supply hose. An automatic shut down switch is good insurance against severe damage to the machine. A unit should have an electric clutch so that undue stress and temperature are not put on the pump when it is not being used in extraction procedures. A valve will divert the exhaust away from the heating system for cold water cleaning. Additional safety features include thermostatic controls, a water bypass system, waste tank shut off switches, pulsation dampeners and vibration control devices.”*

All of this expense and potential trouble is for a machine designed to clean a delicate carpet fiber normally no more than a half inch in length. Each year, Purdue University holds a “Rube Goldberg” contest for engineering students. The event is named after the fictional inventor who could turn the simplest concept into the world’s most complicated contraption. In my opinion, the majority of truck mounted carpet cleaning equipment would be runaway winners if they were entered in this contest.

Lost engines? Shut down switches? Pulsation dampeners? Vibration control devices? Bane-Clene does not want them, use them, or need them. These components are nothing more than necessities to camouflage bloated, expensive designs and questionable product engineering.

French cleaning process?

By Bill Bane

In 1993, a carpet mill was concerned about bonnet cleaning and how it compared to Hot Water Extraction methods regarding residue. A person from their technical lab called me to ask about it. He pronounced it “Bonay” and asked if it was a French cleaning process. Not knowing if the question was tongue in cheek, and before offering an opinion, I paid an independent laboratory \$1,000.00 for the results of a test they had done on the extraction method compared to bonnet cleaning. Following are excerpts from the report:

“Tests were done using routine techniques. Each carpet was soiled and cleaned twelve times. The results: Appearance change was virtually the same for fibers cleaned by either method. Microphotography showed the fibers cleaned with extraction contained very few solid soil particles.

The fibers cleaned by the bonnet method had substantially more solid soil particles. A 2” x 3” specimen was cut from “extraction” and “bonnet” specimens and placed in jars of distilled deionized water. When the two jars were agitated, the “bonnet” water appeared cloudy. The “extraction” water appeared clean.”

I could have told them that from my own experience but an independent laboratory impresses some folks in Dalton.

And speaking of wasted money, that same laboratory charges exorbitant fees to test carpet cleaning equipment for the CRI today. By the way, this same lab found that a cheap little rental machine cleans carpet as good or better than some truck mounts.

As the old accountant says, “Go figure!” Or he could say it another way.....

“Follow the money!”



Doris Schubert

Many of you will remember Doris. She was an exceptional telephone specialist in our office and taught the skills for many years at Bane-Clene Institute. She spoke at our conventions on numerous occasions and was active in the company from 1972 until she retired in 2000.

Doris passed away at the age of ninety on October 26, 2009 after a long illness. She is survived by her two sons, Bob and Tom and two grand daughters, Lisa and Kristin, who were the joy of her life.

IICRC C.C.T. Class February 22 - 23
Stone Floors Class Stone, Marble & Grout April 15
Wood Floors Class Repairing and Refinishing Wood and Pergo Floors April 16
Bane-Clene Institute Course to Success Jan. 13-15, Feb. 24-26
All classes are held in the Bane-Clene Indianapolis Training Center
See page 2 for details!

Cleaning Digest

Remember - The Bane-Clene Professional Cleaning Digest® is published on the Bane-Clene web site.

Certified Used Mini-Mount®

Available as of December 14, 2009.
Call for details.

Certified Used Perma-Mount® 120

Available as of December 14, 2009.
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PCA™ 5 Testimonial

Attention: Ron Baker
Just to let you know I purchased 30lbs of PCA 5 on July 27, 2009. I used it from July 27th thru November 17, 2009 at a cost of \$154.95 for the 30 lbs. Gross revenue for the above period was \$20,262.00.
--Gary R. Palmer, Papillion, Nebraska
PS What an investment.

PCA Formula 5

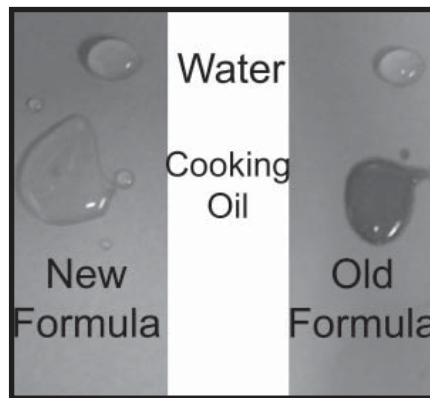
powdered detergent is designed especially for use on stain-resistant nylon fibers. A potent, low-foam, 100% active product, which is safe for most carpet fibers, Not for use with aluminum equipment. Bane-Clene has earned the Seal of Approval for its PCA Formula 5 in-tank cleaner from the Carpet and Rug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



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.



Sporicidin® Disinfectant Bactericidal, Virucidal, Kills Mold & Mildew, Fungicidal

EPA-registered to clean, disinfect and deodorize. Provides continuous residual antimicrobial activity for up to 6 months. Registered for mold and mildew remediation/restoration.

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- No special shipping or disposal restrictions.
- Registered in all 50 states (including California).

1 Gallon Catalog # 33700.....\$29.50
See our web site at www.baneclene.com for more details or to order on line.

IICRC Carpet Cleaning Technician (C.C.T.) class

February 22 - 23 - \$199/person

Most mills require technicians and firms cleaning their manufactured carpets to have IICRC certification.

IICRC Exam available for additional charge - payable directly to IICRC.

Just Some of the Topics Covered:

- Deodorizing.
- Fibers (types and sources).
- Fiber identification.
- Carpet construction.
- Carpet dyeing and colors.
- Programmed Carpet Maintenance.
- Mechanics of soiling.
- The cleaning cycle.
- Understanding pH.
- Chemistry of cleaning.
- Carpet cleaning methods.
- Over wetting problems.
- Carpet cleaning problems answers.
- Professional spot stain removal.
- Marketing and sales.
- Topical treatments.

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

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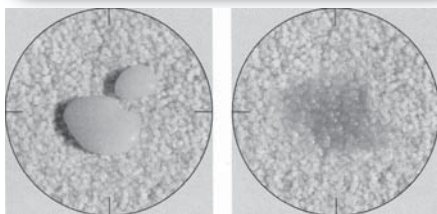
February 4th, 2010

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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.

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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 CT01-1
2 gallons Teflon® Catalog No. 10810
Regular Price with avg. S&H \$109.00
Special Price Only \$89.99

6 Cases Teflon® (24 gallons) CT01-2
Catalog No. 10810
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Special Price Only \$840.00

3 Cases Teflon® (12 gallons) CT01-3
Catalog No. 10810
Regular Price \$538.80
Special Price Only \$444.44

Efficient Extract Close-Out CT01-4
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 548 page Catalog.
This video may also be viewed on our web site **www.baneclene.com**.

Liquid Products Teflon® Special CT01-5
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 5 / Teflon® Special CT01-6
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 \$274.95

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2 gallons Citrus APS Catalog No. 10226 + 16 empty 8 oz. bottles with sprayer # 10227
Regular Price with avg. S&H \$106.90
Special Price Only \$79.99

Citrus APS is a 100% active ready-to-use all-purpose spotter that cleans spots and stains while freshening the air. It's a biodegradable product made from pure natural orange oils and wetting agents which cut through and remove such soils as adhesives, crayon, shoe polish, tar, grease, oil, polish, wax, fat, chewing gum, ink, cosmetics, and fresh paint while leaving a pleasant fragrance. Citrus APS contains no fillers such as water or mineral spirits to cheapen the product and make it less effective, a common practice. It also contains no chlorinated solvents. With the empty eight ounce bottles with mist sprayers, you can fill and resell or give to your customer for general spotting. There is an area on the refill bottles where you can place your label with your name, address and phone number, which we highly recommend. Use Concentration: Undiluted.
pH: No pH with solvent products.



Mini-Works CT01-8
20 lb. PCA™ 5 Catalog # 10961
1 gallon Preface® Catalog # 10655
1 gallon Booster™ Catalog # 10040
1 gallon Sta-Clene® # 10143
1 gallon Citrus APS™ Catalog # 10226
1 gallon Super LCA® Catalog # 10119
1 gallon TLS® 2000 Catalog # 10080
1 gallon Brown Out® Catalog # 10180
1 Pint Lemon Per-Scent® Catalog # 10600
Regular Price with avg. S&H \$352.55
Special Price Only \$255.99
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.

Preface may be used on stain-resist carpet and as a prespray when wet-cleaning upholstery. Oil and grease are quickly emulsified, and water-based stains pop out with ease when Preface is used.

Booster dramatically improves cleaning performance without raising the pH level.

Sta-Clene® Formula 940 with Elexon™ is a clear product designed for use on 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. **Coverage:** 1 gallon per 1,000 sq. ft.

Super LCA has been designed specifically for commercial use and is not recommended for use on stain resistant nylon fibers or wool. Especially useful for Bane-Clene equipment when going portable, such as in multi-story buildings and banks. Use concentration: 1 oz./gl. Use pH: Over 11.

TLS 2000 is an extremely strong (too strong for routine use) super concentrated liquid formulation containing grease emulsifiers and saponifiers, wetting agents, water softeners, and grease-dissolving solvents.

Brown Out greatly reduces possibility of browning and dye bleed, especially on rugs and upholstery.

Per-Scent is a 100% perfume concentrate additive used at only 1 ounce per 100 gallons of solution. Per-Scent leaves a pleasant, lingering, aromatic fragrance in a room.

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February 22 - 23, 2010 in the Bane-Clene Indianapolis Training Center

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January 2010