

cleaning

specialist

Issue 1 Spring-Summer 1998

news and information from **PROCHEM**® for the carpet, fabric and floor care professional

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powers up for big
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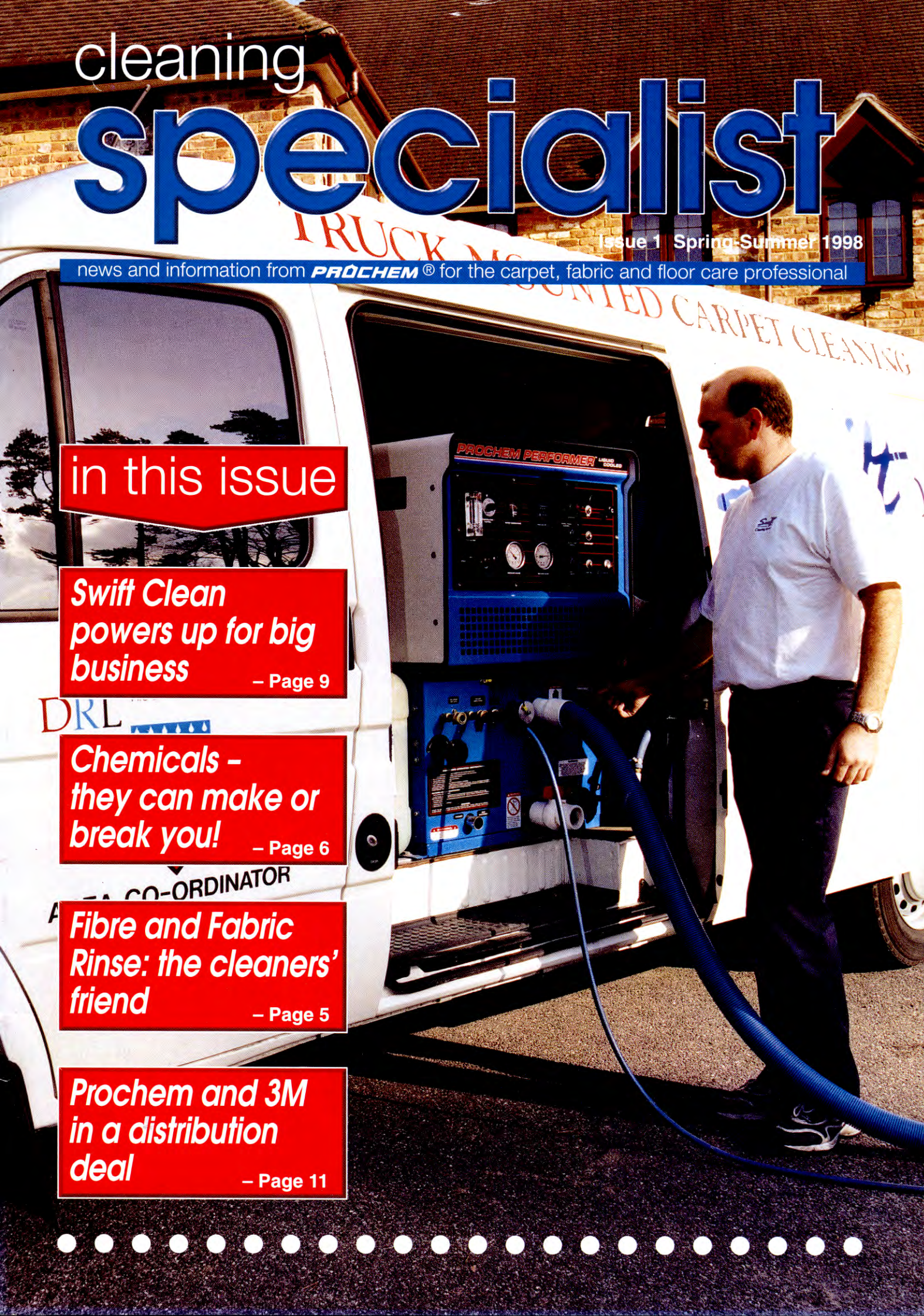
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Superior cleaning results, from one source.

Whether you need the latest high tech cleaning machine, a training session to learn the latest techniques, or just a bottle of cleaning solution, there's just one name you need to remember – Prochem.



We've been around probably longer than any other company supplying carpet and upholstery cleaning products, and in that time



we've established an enviable reputation for having the best products – at the right price.

For a copy of our latest catalogue describing our complete range of cleaning machines, solutions and training courses, and the name of your nearest Prochem Authorised Distributor, telephone 0181 974 1515 today.

PROCHEM

Professional Chemical & Equipment Company Ltd
Oakcroft Road, Chessington, Surrey KT9 1RH, England.
Tel: 0181 974 1515 Fax: 0181 974 1511





GUM gun: ISS Mediclean domestic supervisor Dave Romain with Prochem's Bazooka.

Gum gets blasted in a Bazooka attack!

CLEANERS at Britain's biggest non-teaching hospital are blasting public enemy number one with a bazooka.

Name the biggest headache for Derrisford Hospital, Plymouth's contractors ISS Mediclean and they will tell you right off: "chewing gum!"

The popularity of the jaw-exercising confection has seemingly reached new highs for hospital visitors.

Unfortunately, too much of it fetches up on, and quickly in, the carpets.

"With an annual footfall of four million people, we were experiencing an immense problem with gum soilage to carpets and vinyl flooring in entrance

and public areas," says ISS Mediclean domestic services manager Steve Coombes.

Through local suppliers, West Equip, Steve was recommended to contact Prochem. The cleaning systems specialist had launched a system designed specifically to remove hardened gum.

"Prochem arranged a product demonstration and we were immediately won over," says Steve.

"We are using the Bazooka fortnightly now as part of our planned maintenance programme to all public area carpets and vinyl floor. It was the only solution to a huge problem."

The Prochem Bazooka is fast, easy to use and better for the back!

You can stand upright and remove spot and after spot of ground-in gum, sweets and adhesive from carpet, hard floors and concrete. Mains and battery rechargeable units are available for use with Bazooka Spot Remover, a clear citrus-based solvent aerosol.

The system works in minutes: one squirt of remover, wait a short while and at the press of a trigger, the Bazooka dissolves and disperses the gum.

These machines really are making light work of a big problem. Another special problem resolved by the cleaning specialists.

Full details of the Bazooka can be found in Prochem's catalogue on page 32

Contact point

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About Prochem

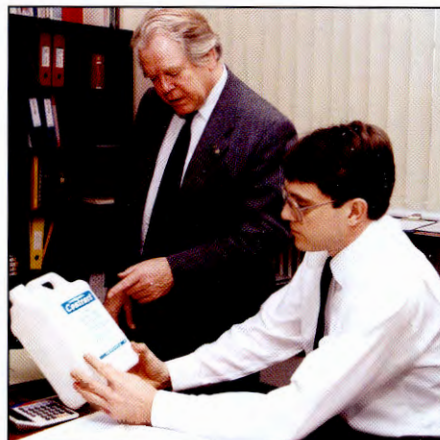
PROCHEM – or to be more formal, Professional Chemical and Equipment Company Ltd, was founded by Managing Director Ron Tilley in 1974.

Based at 50,000 sq.ft. premises in Chessington, Surrey, Prochem is a market leader in the supply of cleaning chemicals, equipment and accessories to professional cleaners of domestic, commercial, leisure, retail and healthcare environments.

The company's key area of expertise is in the supply of materials and training for the cleaning and maintenance of carpets, upholstery fabrics and hard flooring.

Manufacturing chemicals to ISO 9002 standards, Prochem offers a wide range of products from spotter kits to powerful truck-mounted carpet cleaning machines. Prochem products are distributed via appointed dealers in the UK and continental Europe.

The company operates a successful National Training School, where it educates over 1500 cleaners annually



MARKET leaders: Ron Tilley and his son Alan, who is Technical Director.

into applying effective, professional solutions to all cleaning needs.

Prochem courses are also held at regional venues throughout the U.K.

In 1986, Prochem established Proclean, an association for professional cleaners who have attained an advanced level of proficiency through further training.

For a copy of Prochem's full range product catalogue ask your distributor or call Prochem on 0181-974 1515

Blast gum from carpets with a Bazooka

The **Bazooka** from Prochem – a tough new weapon in the war against carpet soiling.

No more grovelling on the floor scraping at ground- in gum, sticky sweets or adhesive. Instead you can zap it whilst standing up, easily and effectively. Available in mains powered or rechargeable versions with clip-on Bazooka Spot Remover aerosol holder.

Arm your self now!

Call today for a copy of our Catalogue and the name of your nearest Authorised Distributor.

PROCHEM

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Tel: 0181 974 1515 Fax: 0181 974 1511



Fabric Rinse really is the cleaners' friend

report by **Roy Moore**

THE first time I used this product was well over twenty years ago. At that time it was just called Fabric Rinse.

One of the cleaning books in my library on upholstery cleaning described Fabric Rinse as follows :-

"A mild acid neutraliser. A rinse for neutralising and conditioning wet cleanable upholstery. Acid in nature with a pleasant, fresh fragrance. It reduces the tendency of some dyes to bleed (to run together) or transfer to other surfaces. It neutralises alkaline detergents and spotters. It helps to restore the original "hand" or feel to the fabric. It tends to prevent some light coloured natural or synthetic fabrics from browning or from drying unevenly, leaving brown rings or sweat marks!"

In the furniture cleaning and spotting books I authored, I mentioned B109 (Fabric Rinse) under special problems: Colour runs or Bleeding! When there is a tendency for colours to run or bleed in the wet cleaning process, rinsing is recommended as a final step.

Mix two ounces of B109 in a gallon of water. Either immerse a towel in this solution and gently rub down the entire piece of furniture after cleaning, or spray the furniture evenly with a hand held trigger sprayer taking care to cover all surfaces evenly.

These techniques will ensure that the colours set and browning is prevented. B109 is a pleasantly perfumed neutralising rinse having the added features of being able to soften fabrics and brighten colours in the fabric after application....leaving the fabric in the cleanest possible condition.

Today, Prochem's B109 Fibre & Fabric Rinse is used daily in both cleaning furniture and carpeting. It is the final component of the Minimum Residue System. This is a program that, when followed step-by-step, will leave



carpets and furniture the cleanest possible i.e., with least amount of residue. This is why they stay cleaner longer. This system also ensures the cleanest surface possible on which to apply Prochem FluoroSeal® and Dupont Teflon® carpet and fabric protectors.

Truck mounts

Prochem Fibre & Fabric Rinse can be applied using either portables or truck mounts. There are inhibitors added to B109 so it will not damage or affect any working parts of the equipment. Other acid rinse products do not have these anti-corrosion inhibitors.

Over the years I have found that the most effective way to apply Fibre & Fabric Rinse is either through the

extraction machine as a one-step rinse extract process after pre-spraying or, after thoroughly cleaning the carpet with pre-spray and detergent, use a pump sprayer to apply it and then leave the rinse in the carpet after application.

The carpet fibres are left clean and soft, it neutralises alkaline residues, it helps stabilise dyes in both carpet and fabric and it inhibits browning and colour bleeding. Surfaces dry faster, colours are enhanced and the fabric is softer to the touch after application. This product is also an excellent spotter for urine and tannin spots.

If you are not using Fibre & Fabric Rinse in your cleaning business, you should consider trying it out. With this product you will be giving your customer the best cleaning job possible.

Chemicals – they'll

WHETHER you use the smallest portable extractor or a powerful truck mount, chemicals are a key element of cleaning.

When unknown or poor quality chemicals are used, the likelihood of poor cleaning results, and even damage, is greatly increased. Neither will win you repeat business or referrals, and if you cause damage that's beyond repair it may cost you money on the job.

The reputation of the manufacturer and quality of its products are foremost considerations when selecting a brand.

Cost is many a carpet cleaner's single most important factor in choosing the brand. Yet chemicals comprise only three to four percent of a total cleaning job cost, so isn't it worth the peace of mind, security and 'insurance' of trouble-free performance to spend a little extra and purchase a brand name quality product?

The cost should not be the deciding

factor. Instead, it should be the quality of the chemicals, the integrity of the manufacturer, and the technical support available from the manufacturer.

Characteristics of quality chemicals

A quality brand performs consistently well every time. Consistently poor performance actually costs more if you have to use more chemicals, re-work heavily soiled areas before they're clean, or both.

A recognized premium brand will assure you of proper formulations and pH. A high pH may cause dye bleed or browning or may remove the stain resistant properties of stain-resist carpets. Private label brands can vary from batch to batch, which leads to unknown performance characteristics and cleaning may damage the carpet

fibre, so the carpet re-soils faster, stains more readily – even permanently.

Residue is a major factor in chemical quality. The more residues left in the carpet after cleaning, the quicker it re-soils. Residues, minute particles of chemical components, are slightly tacky, attracting soil. The result is noticeable soon after cleaning and leads to customer dissatisfaction, which results in little, if any, repeat business.

You pay less in actual "use cost" for a quality product than for a so-called "bargain" low shelf-price product. Use cost is not just a factor of chemical cost. It is also a factor of labour costs. When you have to clean areas twice, or if you have call-backs due to rapid re-soiling, or other cleaning related conditions, your labour costs become a significant part of the 'use cost,' as well.

an expert opinion from **Hank Unck**

Vice President, Marketing and Sales, Prochem USA

POWERFUL problem solvers

Ink spots?

– No problem with Prochem's A277 New Solvex!



WITH Prochem's new formula A277 New Solvex, you can remove a wide variety of ink spots from many types of carpet, fabrics and hard surfaces.

Its non-volatile solvent blend penetrates and removes most common inks.

With its pleasant scent, Prochem's New Solvex is ideal for use in homes and businesses.

It is available in convenient ready-to-use 500ml bottles with applicator and rinses easily with water.

from

PROCHEM

In a tough spot?

– Prochem's B123 New Solvall Spotter to the rescue!



IT removes adhesive, oil based paint, tar, grease, gum and other difficult oily spots from carpets and fabrics.

And because it evaporates, it doesn't require rinsing. This specialty volatile dry spotter is safe to use and contains no chlorinated solvents.

Prochem's B123 New Solvall Spotter comes in handy 1 litre bottles and 5 litre containers for those large area problems.

For solutions to your toughest problems, put Prochem on the spot!

Call Prochem on 0181-974-1515 for more details

Or speak to your local distributor.

make or break you

Integrity of the manufacturer

This year Prochem USA will celebrate its 30th anniversary and next year Prochem Ltd UK it's 25th anniversary.

No one can deny a company that has served the professional cleaning industry for that long, with chemicals specifically designed for the industry, has to have some things going for it.

Not least are innovation, awareness of your needs, a desire to excel and a willingness to stand behind its products, so you can be assured of consistent quality, performance and support.

The professional carpet cleaning industry is no longer a cottage industry serving an un-informed consumer.

Today's customers are concerned about the indoor environmental effect of cleaning. They are more demanding in regards to the appearance and feel of the carpet, as well as re-soiling.

Harder to satisfy

It is harder and harder to satisfy the customer with inferior chemicals. Prochem is in the chemical business for the long run and cultivates relationships with major carpet manufacturers and industry associations in order to stay at the forefront of new developments.

Probably the biggest benefit of a recognized quality brand name is the commitment to quality and value. Lesser brands will have chemicals blended and bottled under a private label arrangement with a formula that may appear under different names.

But a major brand such as Prochem does not rely on others for quality control. Prochem's chemical products are made by Prochem and are available only under the Prochem trade name.

Chemists approval

Prochem USA has a laboratory, headed by a senior chemist. The company president and VP of chemical operations are chemists. In the UK, Prochem Ltd have similar laboratory facilities with full quality control to ISO9002 international standards. Whenever a batch of chemicals is blended, a sample is taken to the lab for quality analysis. Only when approved can the batch be packaged.

When a company controls its own research, development and production, it is also in control of its quality. A major brand can't afford to do anything



SETTING standards: *Quality control at Prochem Ltd UK.*

less, or it risks its name and reputation.

Another advantage a major manufacturer offers is compliance with national and international regulations.

This includes documentation, such as material safety data sheets (MSDS), product specification and information literature and container labelling, and health and safety issues regarding the use and storage of the chemicals.

Prochem has a full-time compliance officer whose job is to ensure all we do and produce falls within national and international regulations and guidelines. Keeping up with these regulations is a formidable task. Chemicals produced by a reputable manufacturer have to work well, they have to meet safety regulations, and they have to provide value and cost effectiveness.

Technical support for cleaners

Every now and then you run into a surprise on a cleaning job. Who do you contact when you need help? Your first resource should be your distributor.

A chemical manufacturer should provide chemical education to its

distributors, with seminars and courses. The manufacturer should be a resource to distributors for troubleshooting. If you have a problem for which the distributor can't supply an answer, he can turn to the manufacturer.

Technical expertise

Prochem provides technical expertise to help you out of tough situations. Because Prochem has its own laboratory it is likely it has already encountered or reproduced a condition such as yours and come up with an effective solution. Prochem wants to make you a hero with your customers.

The cost of chemicals is such a small part of the overall cost of running a cleaning business so why risk your reputation with chemicals that cost a bit less on the shelf but a lot more on the floor? Link your reputation to that of a respected manufacturer and be secure in the knowledge the likelihood of unwelcome surprises will be minimised, your results will be improved and years of technical expertise are yours for the asking.

Cleaning up with a truck mount

TRUCK mount use will increase. The main reason is the biggest one today – Indoor Air Quality!

A truck mount leaves a healthier indoor environment than a portable, because it exhausts contaminants and heat to the outside.

This reduces indoor humidity, which lessens the chance of mould and mildew growth and speeds drying.

A truck mount is also more efficient and productive due to its superior performance of the three key elements of hot water extraction cleaning!

Water temperature: Directly relates to higher cleaning efficiency and faster drying times.

Portables give 110°F – 150°F average whilst Truck Mounts average 190°F – 220°F.

Water pressure: Higher water pressure results in faster penetration of emulsifiers, loosening dirt and suspending it for extraction.

Portables operate between 50-100 psi whilst Truck Mounts operate at 300-500 psi.

Vacuum Systems: With higher airflow and lift factors, faster drying times and more thorough removal of dirt and chemical residue are attained – a key factor in today's ever increasing concern about indoor air quality.

Portables give 60-135 CFM with 6"-8" lift Hg (Mercury).

Truck Mounts provide 250+ CFM with 12"-14" lift Hg.

In regards to productivity, truck mount set up and tear down time saves, on average, 15 minutes per job, not even counting the time needed to empty and fill the waste and fresh water tanks of a portable on larger jobs.

These savings alone can gain enough time to fit in one more job per day. Multiply that additional revenue over a year, and you've increased your income by thousands of pounds without any additional personnel.

Truck mount: the facts

Prochem's Blazer truckmount provides powerful vacuum, solution pressure and instant heat up to 250ft from the vehicle

Installation by specialist engineers at Prochem's Chessington workshops takes between one and two days

Ford Transits are the most popular vehicle used by truckmount operators

The Blazer model weighs only 300 kg and fits into short wheel-base vans such as the Transit

Setting up takes a few minutes. Cleaning is continuous with automatic water/chemical feed

For details call Martin Davies on 0181 974 1515



CLEANING up: A Prochem truck mount unit will elevate your business and your customers will not want to use other companies with less efficient machinery.

Raw power means BIG business!



PURE power: Swift Clean's Performer Catalytic truck mount (right) – makes light work of dual wand interior cleaning at The Castle Hotel, Windsor, Berkshire (above).



WHAT price putting a carpet machine on the road today? Enough to buy a house?

Well, yes in fact. Stewart Kerr of Swift Clean Services, Guildford, is putting the big money on the most powerful machine Prochem can offer – to the tune of £45,000.

His pride and joy is Prochem's Performer Catalytic; total investment includes a new custom sign written long-wheelbase Ford Transit to house the console, solution and waste tank.

"It's a lot, but it's worth every penny," says Stewart, who has been using Prochem technology and solutions since he started his own business in 1992.

"I wanted to be the first in the area to have one of these machines. They are so powerful they can do a job in a third of the time of a portable and are perfect

report by **Peter Muir**

for larger contracts. I know we'll get our investment back within a year."

Stewart had spent a couple of years previously with a contractor. "I took some Prochem courses, started buying their products and off I went," he says.

Today, Swift Clean employs four cleaners each with their own Prochem Cheyenne portable extractor. Together they service homes and businesses within a 50 mile radius of their base at Lightwater, near Guildford.

At just under £16,000 including fitting, the Performer Catalytic is Prochem's top of the range truck mount extraction cleaning machine.

Powered by a Nissan 1.2 litre 32hp petrol engine, the Performer provides simultaneous dual wand operation

carpet and upholstery cleaning.

Its heating system incorporates a four-stage stainless steel vacuum, engine coolant and exhaust heat exchanger.

Swift Clean's version also has a catalytic heat exchanger for continuous high-output heat. Features include a 70 US gallon waste tank with 60 gallon automatic shut-off and optional automatic pump-out system.

The Performer will operate with up to 600ft of hose in single wand operation and up to 250ft of hose each for dual operation.

The powerful, fast working unit also provides a ready solution to steam pressure washing and as a de-flooding extraction machine when tackling flood work.

For details of the Performer Catalytic see page 26 of Prochem's catalogue.

When you need more

– you need Prochem

More power

Prochem truck mounts have the power to tackle the toughest carpet cleaning jobs.

More heat

With consistent heat at the wand, you get the best results possible.

More control

With control over each of the machines individual systems, you have total control over every job whether it's cleaning carpets, fine fabrics, hard surfaces or deflooding.

More reliability

Prochem truck mounts have a reputation for being the most reliable in the industry.

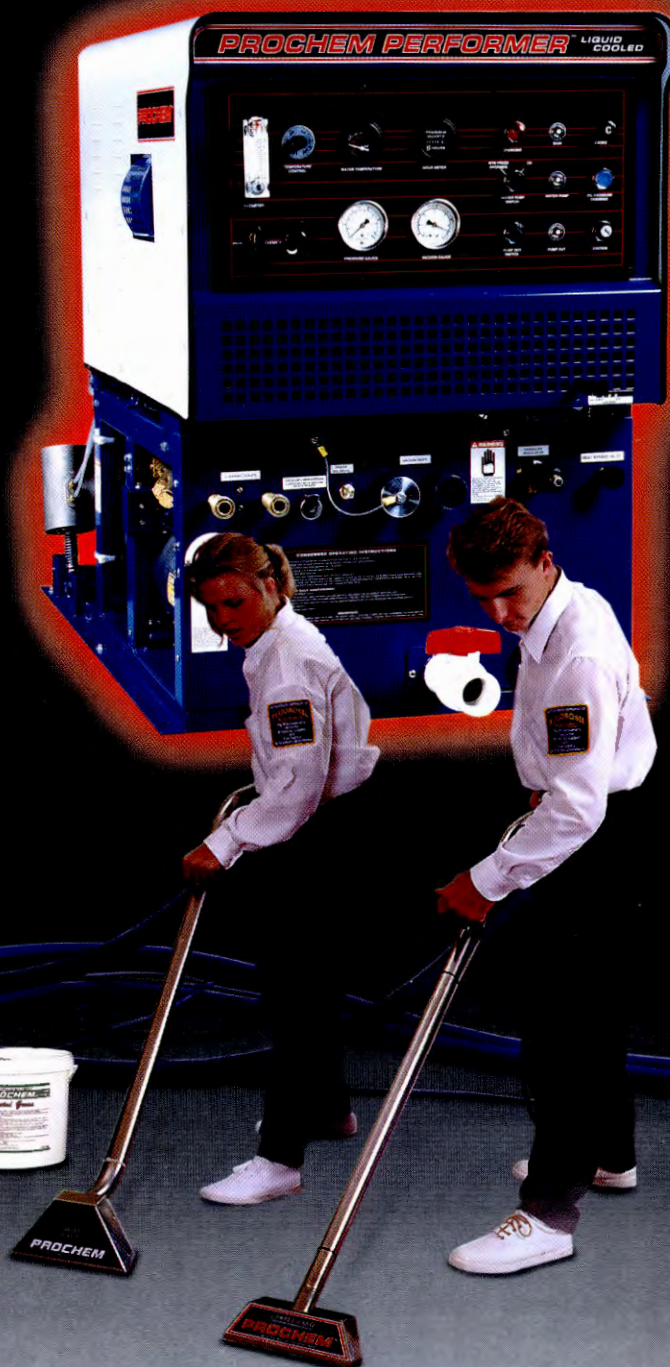
More profit

Because Prochem truck mounts are so reliable and fuel efficient, downtime and operating costs are minimal and profits are maximised.

Powerful cleaning solutions

With a reputation for being the best in the industry, Prochem chemicals clean a variety of surfaces and nearly every type of stain. Whether it's stain resist carpets, fine fabrics, hard surfaces or disaster restoration, Prochem has the cleaning solution for your toughest requirements.

Call Prochem today for a catalogue and free demonstration.



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Tel: 0181 974 1515 Fax: 0181 974 1511

The cost of a coffee break

THE cost of a coffee break may be higher than we think.

Coffee and tea spills account for nearly 40% of all carpet stains in office buildings.

We all know how grim carpet around vending machines gets. Unsightly, unhygienic and, more specifically, hard to clean up.

Prochem's B195 Coffee Stain Remover is one of the latest Prochem products designed to get to the heart of specific problem stains.

It's a mildly acidic solution with built-in detergent, containing no bleaching agents and safe to use on most fibres (subject, of course, to testing).

You can order B195 Coffee Stain Remover in a one litre container with spray head for immediate use.

That makes it a handy standby in vending areas, as well as an essential for the professional cleaner.

It is also effective for removing tea,



CLEAN up: Spills can be treated with Prochem's B195 Coffee Stain Remover.

tannin, beer and water marks. Full details of the B195 Coffee Stain Remover can be found in Prochem's catalogue on page 10

Tristar tackles floors

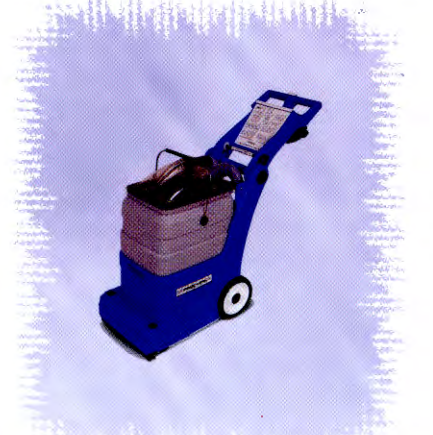
FIRST year sales of Prochem's Tristar compact carpet cleaning machine have reflected the strong demand for 'David' dimensions with 'Goliath' power.

The Tristar packs an impressive punch with high levels of performance, manoeuvrability, compactness, and no hoses or wands to attach.

Features include built-in multi-surface 12 in. cylindrical power brush cleaning head, 10 litre solution tank, pull-out waste tank and fold-down handle giving a storage size of only 22 x 17 x 12 inches when folded.

The latest version, the Tristar All-Floor, has a more powerful vacuum system PLUS with its carpet/floor solution control valve, can switch from carpet to smooth floor cleaning.

Weighing only 17.6k (39 lbs), the Tristar is easy to manoeuvre. On-site maintenance is simple, with a clamshell opening offering access for fast service



IMPRESSIVE: Prochem Tristar carpet & floor cleaning unit.

to belt and brush, and lift-off bucket with flexible liner for emptying and filling tanks.

Full details of the Tristar can be found in Prochem's catalogue on page 15

Prochem and 3M distribution deal

3M's new Cycle 4 carpet protection system products, including a re-launched version of the popular 1 litre size CP94 Carpet Protector Concentrate (formerly 3M Contract Carpet Protector), are now available through Prochem's network of authorised distributors.

The CP94 carpet protector is available in both 1 litre and 5 litre packs, together with a range of carpet maintenance products including 3M SR50 Soil Retarding Carpet Shampoo and 3M ST20 Carpet Spray Cleaner, both of which incorporate 3M's fluorochemical protector.

Other products in the range are 3M Carpet Spot Remover and Upholstery Cleaner aerosols, plus 3M EC12 Extraction Pre-Spray Cleaner with 1:50 dilution rate.

Products can be ordered in case lots or single bottles from your local Prochem supplier.



NOW available: 3M's Carpet protector and Cycle 4 products.

Joining the range

ANOTHER range of quality carpet maintenance products is now available from your Prochem distributor. The EnviroDri Extra dry carpet cleaning compound comes in a 10 kilo bucket or 20 kilo re-fill box. To enhance the effectiveness of the EnviroDri cleaning system, a 500ml super-concentrate pre-spray with 1:40 dilution rate is also available.

The commercial range products are complimented by a 500g end-user pack, plus a complete First Aid Spotting Kit, which includes 2 x 500g cleaner compound, 500ml EnviroDri Spot Remover, special cleaning cloth and hand brush.

B108 Fabric Restorer UPHOLSTERY PRESPRAY

The ONLY product
you need for all
your wet-cleanable
upholstery
requirements.



UN-COMPLICATE your
life, and try the one
upholstery pre-
conditioner cleaner you
can use with all water-
cleanable upholstery
cleaning methods.

Whether it's pre-spraying, or hand foam
cleaning applications, Prochem's B108
Fabric Restorer is a concentrated blend of
detergents with controlled pH, a rich solvent
base and builders that can be used on all
water-cleanable upholstery fabrics.

B108 removes hair and skin oils with its
power-packed de-greasing action and makes
easy work of cleaning heavily-soiled chair
arms and backs, and it removes oily food
spots and grease.

It's simply the best and most versatile
upholstery cleaner you can buy!

And when used with Prochem's
B109 Fibre & Fabric Rinse,
you get maximum
residue removal,
stable colours and
softer fabrics.

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Call Prochem on 0181-974-1515 for more details

Or speak to your local distributor.

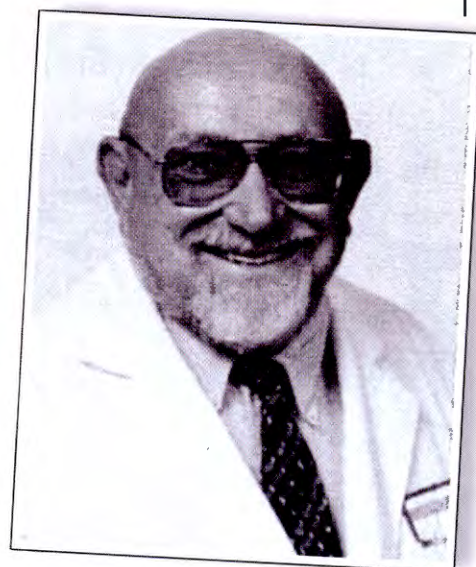
Give me five!

cleaning questions answered by **Joe Domin**
Senior Research Chemist, Prochem USA

AS the senior chemist for Prochem, I get a number of calls each week about difficult cleaning problems. I'd like to take this opportunity to share with you some of the most frequently asked questions.

It's always a pleasure to hear someone refer to our cleaning chemicals as the standard of the industry. A woman called me to compliment on how nice her carpet looked after it was cleaned.

She said she knew the cleaning would be extra good because the carpet cleaner had Prochem cleaning chemicals in his van. The laboratory is glad to hear our cleaning chemicals are doing the job.



Q How can I remove photocopier toner from a new carpet ?

When they moved the copy machine in, they tracked toner all over the carpet.

I have tried normal methods several times with hot water extraction and still can't get the toner out.

A A great question. I can answer that question by telling you about one of my favourite products.

A217 Ultracpac Renovate can be used to remove toner because it has a special formulation which deals with the electrical charge that holds carbon toner and filtration soils (draught marks) onto the carpet fibres.

Use a solution of 50ml A217 to 1 litre of water (1:20), spray onto the toner spot and allow two to five minutes dwell time.

Agitate gently with a soft brush and extract with a solution of B109 Fibre & Fabric Rinse. That's all it takes and it does work.

Q Prochem's rust remover Magica gets the rust spot out completely, but I would like to have it work faster.

A Prochem Magica is based upon a "time release fluoride" formulation which is much safer than the old hydrofluoric acid products but tends to work a little slower in dissolving rust.

A combination of brush agitation, light water mist and blotting with a terry towel (to transfer the rust) will speed up

the process and quickly and completely remove the spot.

Q I know that Prochem are primarily in the carpet and upholstery cleaning area but do you manufacture anything for hard surface cleaning ?

A Yes we do ! A lot of customers, like yourself, do not realise that we manufacture other types of cleaners.

But, basically, there are two specific cleaners that come to mind and they are Prochem's D488 Industrial Cleaner and A217 Ultracpac Renovate.

D488 is great for the removal of hard encrusted grease, such as found in restaurant hoods and hard surfaces from kitchen floor tile to walls to ceilings to garage floors, to car engines, to automotive tools, to ... and so the list goes on.

A217 is also used on a variety of hard surface cleaning tasks, but was particularly designed to effectively remove soot and carbon soils in fire restoration. Ask your Prochem distributor for our full range catalogue.

Q I keep seeing formulation changes taking place due to environmental factors. When will this stop?

A Hopefully never ! It's called job security for a chemist ! Seriously though, it's a job of catch-up and adapting to the unknown. As long as we live in this world and use its resources, there will always be a need to find alternate compounds. To put it simply, what sounds like a good answer for

today's problem could well be a problem tomorrow.

Take for example the environmentally friendly electric car. Questions are already being raised about what we're going to do with all the battery acids, lead shells and other by-products that will build-up quickly.

So, you see, as problems arise with old compounds and new compounds are found, formulation changes must take place to adapt and develop less harmful products. Any responsible company should have a continuous improvement process for it's products.

Q I love your Citrus Gel and have found that it can be used in other areas than carpet cleaning.

I've found one that I bet nobody has thought of – cleaning up greasy and oily auto tools and sap covered saw blades, blackened from high temperature use.

The darker tree sap requires a little abrasion for its removal but is easy with Citrus Gel.

A E840 Citrus Gel has been used in ways I wouldn't have dreamed. Probably, this is due to it's viscous nature, which makes it controllable during use.

Or it could also be the water base formulation, which allows it to be washed away with water.

Other gel solvent systems are not as adaptable. And, oh yes, I've had a lot of people tell me about it's fragrance. They love the fresh-cut orange smell.

TGB Cleaning Supplies



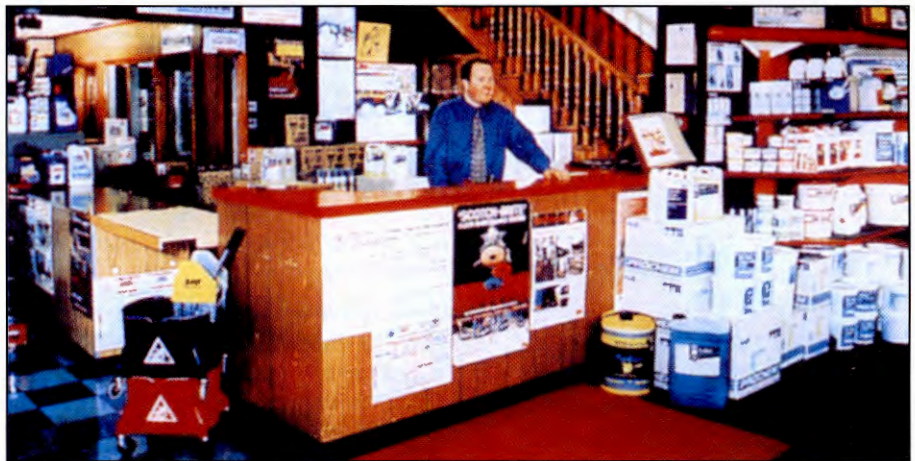
TGB Cleaning Supplies Ltd are a long established, independent supplier operating from Harrow in the north- west London area.

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Harrow, Middx HA2 8ES
Tel: 0181-423 2155
Fax: 0181-423 6409
Email: tgb@tgb.co.uk

Founded in 1975 by Tom Borland, TGB have been a full service distributor of Prochem chemicals and equipment almost since they were first established well over twenty years ago.

TGB is also a member of Nationwide Hygiene Supplies and the Cleaning & Hygiene Suppliers Association, as well as a supplier of other leading product brands including S C Johnson Professional.

The day-to-day operations are looked after by Colin Borland (General Manager), Andrew Forrest (Sales Manager) and Director Kate Marney and TGB now have their own internet web site at – www.tgb.co.uk



ESTABLISHED: TGB's well stocked showroom in Harrow, north-west London.

PREMIUM CARE

It's as simple as **ONE, TWO** - you're through!



Discover Prochem's Premium Care cleaning system for carpets and soft furnishings

PROCHEM'S highly acclaimed Minimum Residue Cleaning System can, in normal soil or planned maintenance conditions, be done in just two easy steps. This cleaning method is not only simple, safe and effective, it's a real time saver and money maker.

ONE – Apply Prochem's S709 Multi Pro (you could also use S710 Trafficlean or S711 Traffic Lane Gold) to all carpeted areas using a suitable pressure sprayer. Apply more pre-spray to heavy soil areas and agitate these areas with a carpet pile brush and allow a short dwell period.

TWO – Rinse extract with a heated solution of Prochem B109 Fibre & Fabric Rinse. Emulsified soils and residues are rinsed away, colours are stabilised and brightened and fibres are left soft and resilient.

It's Simple . . . Safe . . . Powerful . . . and Profitable!

Now you've cleaned the carpet, double your profits and protect your customers' investment with Prochem's B129 Fluoroseal® Carpet Protector – the industry's only carpet protector with double action soil and stain resistance.

Call Prochem on 0181-974-1515 for more details

A simple solution to life's little messes!

AN ideal solution for spots, stains and accidents!

With the Spot Pro hand held extractor you can virtually eliminate set up time – allowing you to start cleaning immediately.

This self-contained unit holds its own rinsing solution and stores its recovered waste water, all in a unit you can easily carry with one hand.

No need to set up your portable extraction machine or truck mount.

The Spot Pro is a miniature extraction system with plenty of pressure to adequately wet and rinse as needed and enough suction to pull out the heaviest spots and spills.

With the quick response time and

quality extraction, you'll be able to tap into new customers you may have passed up before, and make it profitable!

Not only is the Spot Pro an effective cleaning tool, it also serves as a good sales tool as customers see how quickly and efficiently you handle their cleaning headaches.

The Spot Pro is even more profitable when you team it up with Prochem's PSK Professional Spotting Kit.

You can really be a champion as you tackle all the small specialty problems around the home or office!

Further details of the Prochem's Spot Pro mini extractor can be found in Prochem's catalogue on page 14 and Prochem's PSK professional spotting kit on page 11



IDEAL: Prochem's Spot Pro mini extractor cleaning up around the home and office.

Maximum Cleaning, Minimum Residue

There's nothing more frustrating than cleaning a carpet or fabric only for it to re-soil within a short time because of unwanted chemical residues.

Re-soiling is a thing of the past with Prochem's Maximum Cleaning Minimum Residue method.

Just pre-spray with one of Prochem's powerful carpet or fabric pre-treatment products, then rinse extract with Prochem B109 Fibre & Fabric Rinse to ensure perfectly clean and residue free carpet and fabric. You'll also restore the correct pH to natural fibres and help prevent colour bleed and browning problems.

Trust Prochem's Maximum Cleaning Minimum Residue system. Many of the world's top carpet and fabric cleaning professionals already do.

Call today for a copy of our Catalogue and the name of your nearest Prochem Authorised Distributor



PROCHEM

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Tel: 0181 974 1515 Fax: 0181 974 1511

Email: sales@prochem.co.uk www.prochem.co.uk

“Since I attended a Prochem training course my cleaning techniques have improved - and my customers are happier”

Kevin Healy of Welcome Home, Haywards Heath, West Sussex.

Prochem Training

C o u r s e S e l e c t o r

CI - Comprehensive carpet cleaning

Includes: carpet and fibre identification, stain removal techniques, chemistry of cleaning. All cleaning methods, protector treatments.

C2 - Two day comprehensive extended carpet cleaning

Includes: carpet and fibre identification, stain removal techniques, chemistry of cleaning. All cleaning methods, protector treatments; plus surveying and basic sales.

UI - Upholstery cleaning

Includes: fabric - leather - curtains - dye test - shrink test - dry cleaning and shampoo.

HFI - Floor cleaning & Maintenance

Includes: vinyl sheet & tile, linoleum, safety floors, wood, rubber, terrazzo strippers - polishes - seals - maintainers.

SI - Professional Sales Training

How to produce instant sales and build a repetitive solid business.

4 in 1 - Practical Cleaning Methods

Four 90-minute sessions in one day for: carpets, upholstery, floors, stain removal. All action - no theory. Ideal for new operators.

All courses are one day except C2 which is two days.

Chessington - Date Selector

	May	June	July	Aug	Sept
C2	12/13	-	7/8	-	1/2
CI	19	24	21	-	8
UI	20	-	22	-	9
HFI	27	-	29	-	30
SI	26	-	-	-	29
4 in 1	-	10	-	5	-

15%

Discount when you book & pay for any two or more courses.

4 in 1 not included - Special Introductory Price applies

For details about our **FREE TRAINING OFFER**, to reserve your place, or for further details about these courses and Prochem products

Telephone 0181 974 1515

All courses include lunch, refreshments and comprehensive reference manual.

1998 - Regional course selector

	West Midlands	
	Scotland	
CI	22 Sept	20 Oct
UI	23 Sept	21 Oct

A Prochem training course will give you more than just an understanding of how to use a carpet or floor cleaning machine and chemicals.



You'll learn how to recognise different soil conditions, which method to use for best results and how to carry out pre-cleaning

tests and avoid potential risks such as colour bleed and shrinkage problems.

Being a professional doesn't come without an investment of time and money, but just one or two days at a Prochem training course will give you a competitive edge and help you to keep your customers happy!



Prochem's New Comanche 2 Extractor



Prochem training courses are NCCA approved and Prochem's training centre is approved for the BICS Cleaning Operators Proficiency Certificate Scheme.

PROCHEM

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