



Profitable pressure washing

Michele Carbery, Marketing Communications Manager of Tensid UK Ltd, shares her advice on making your pressure washer choices work for you, alongside a diary entry from a team out in the field.

In the arena of professional cleaning, the right tools for the job make all the difference when it comes to the bottom line.

Cleaning professionals depend upon reliable and effective hot water pressure washers that get the job done right first time, on time. In a highly competitive market, they know that a single day of downtime caused by a failed pressure washer can cost more than just the lost revenue for that particular day or week – it can cost a cleaning business a good customer.

A powerful and reliable hot water pressure washer designed for the rigours of the work demands – and portable enough to be taken to virtually any job site – is essential.

We talked to Bob Hoggett, Managing Director of The Anti Graffiti Company, about his experiences using a wide range of pressure washers. The Anti Graffiti Company have used Tensid's hot water Aquila pressure washers for 15 years. Bob's team regularly work on project sites that require graffiti removal, floor washing, building and street

cleaning, plus, removing graffiti and mould from statues in parks.

"The Aquila is quiet so it avoids upsetting residents when we're working at 7:00am in the morning, or at night, explained Bob. "Also, it doesn't seem to freeze in winter like other pressure washers we've used in the past, which saves us a lot of time and maintenance. It's well-built and the valves are protected because the unit is enclosed, so you can turn it off, put the lid down and it will stay warm under there for some time even in freezing temperatures."

Tensid's hot water pressure washing equipment was used by The Anti Graffiti Company to clean and treat St. David's commercial development in Cardiff. An Aquila hot water pressure washer was used to clean the buildings and a Birchmeier airless sprayer was used to apply Tensid's Graffi Coat 1 anti-graffiti coating to the store fronts.

Bob described a recent pressure-washing 'save-the-day' experience, "Last week we were in Lewisham and the local authorities have been clearing bushes from the pathways in the area to make it a more pleasant place to walk and cycle, but this exposed graffiti on the walls of the pumping station. A media event was scheduled for the opening of the pathways and an MP had complained about the offensive graffiti that was now visible, so we were called by Thames Water to clean the

walls. They called on Friday and the media event was on the following Wednesday.

We cleaned the walls using Tensid's Aquila hot water pressure washer and some Graffi Clean 300 to remove the spray paint," explained Bob. "Three quarters of the wall was built of engineering blocks – just using the Aquila's hot water and pressure removed most of the graffiti. We got it all cleaned-up before the media and officials arrived for the opening."

Tensid's Aquila pressure washer has saved The Anti Graffiti Company money because of low maintenance costs – in our experience, it doesn't break down as much as other pressure washers we've used in the past. Also, it is easy-to-use, which translates into time savings because we don't have to keep re-teaching people how to use it. It helps us to be as efficient as possible and concentrate on our work," concludes Bob.

What is under the hood of a professional grade hot water pressure washer?

The Aquila TD 352 trailer mounted hot water pressure washer is self-contained with an enclosed engine compartment housing its own electrical source and diesel boiler together with 50 metres of high pressure hose on reel, 50 metres of water supply hose on reel, a Kubota D905 engine, a heat exchange system to save diesel, and a huge range of cleaning tool accessories for every cleaning situation.

Trusty Tensid Engineer, Roger (alias 'Captain Haddock'), shares some valuable insights: "I've been working on these machines for over 20 years and, in addition to providing service and maintenance for the entire range of Tensid's pressure washers, I've helped develop some of the features that our customers find helpful when working in the field," explained Roger.

"Some of the features I really like about Tensid's Aquila pressure washers are their reliability and the quality of construction, because that helps our customers achieve their goals, especially when they are working on tough projects like graffiti removal and large cleaning projects. This translates into time savings and increased profitability.

25 years of pressure washing innovation

Tensid UK is celebrating 25 years in the business of supplying professional pressure washers and professional cleaning, restoration and protection products.

In October 1988, Tensid's founder, Brian Klelund, delivered and handed over the keys of the first Aquila pressure washer to Harold Cox, Street Cleansing Manager for Leicester County Council. The equipment was used for graffiti removal, street cleansing, wash down in public areas and chewing gum removal.

At the time of that pivotal moment, self-contained mobile hot water pressure washers were virtually unheard of in the UK. Today, it is the norm for specialist cleaning contractors to own, or to have access to, this type of equipment.

Since then, Tensid has developed a comprehensive range of professional-grade mobile hot water pressure washers that meet the highest demands of cleaning industry professionals and help them to be profitable.



"We also get creative in finding the right solutions for projects. I helped one of our customers to solve a unique new build cleaning problem, a 120m x 30m diameter holding tank. To achieve this we used a 500 bar 40 hp pump set, mounted in an excavator bucket, powered by hydraulics. This enabled us to use the excavator's ample hydraulic power from its auxiliary circuit, eliminating the need for another engine and this saved fuel costs. In the hands of the skilful machine operator it worked exceptionally well.

"We are always looking at what we can do to support our customers and keep them operating efficiently and profitably. Responding to our customers' changing needs with fast service, innovation and effective solutions helps them to meet the needs of their customers in a competitive market. Tensid's Aquila pressure washers really give our customers the competitive edge and I'm

always available to answer questions and keep the equipment running efficiently."

Selecting the right pressure washer for the job

Owners of cleaning and restoration businesses know they need to focus on what's really important, getting the job done well, done fast and running a profitable business. Tensid has a pressure washer for that... We know that each customer's needs are unique and we offer a free consultation service to ensure that the right equipment is matched to the business needs.

Get in touch

Call Richard on 01932 564 133 for advice and prices, or visit the Tensid website to learn about Tensid's full range of cleaning, restoration and protection products and equipment.

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