



CLEANCO
TRUCKMOUNTS



TRUCKMOUNT BUYER'S GUIDE

HOW TO USE THIS BUYER'S GUIDE

We have assembled this Buyer's Guide to provide you with all the information you will need to make an educated decision about purchasing the right truckmount for you and your company. Whether this is your first truckmount, or your fifth, we believe you will find the information in this Buyer's Guide helpful. Below are some hints that will assist you in getting the most out of this guide.

FIRST TIME TRUCKMOUNT BUYER

We suggest that you read through the Buyer's Guide from front to back. It is laid out with the information that you should consider when making this important decision. It is not necessary to read every word. You can hit the highlights and read about topics that you would like more information on. However, if you love the detail, we have it!

EXPERIENCED TRUCKMOUNT OWNER

If you already own one or more truckmounts, it is likely that you have specific questions or preferences. Use the Table of Contents to lead you to the right neighborhood and use the bullet points to narrow your search.

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WHY BUY A TRUCKMOUNT FROM SAFETY EXPRESS?

#1 IN TRUCKMOUNT SALES AND SERVICE

With 12 locations Safety Express sells and services truckmounts from coast to coast. We can help you equip your business with a perfectly fitted truckmount and provide you with any ongoing support you may need.

EXPERIENCE: Safety Express has sold and installed countless turn-key and customized truckmount packages to satisfied cleaning and restoration professionals. This experience ensures that you receive the professional care you deserve during the entire purchasing process and beyond.

VALUE: We are uniquely positioned to provide you with the best value. Through Safety Express, our purchasing power, quality product lines, education, service, experience and business growth support are all put to work for you so that you can be confident that you will receive the best value for your investment.



VARIETY: Truckmounts are not a "one size fits all" application. Every company has different needs based on their services and goals. We provide a variety of brands and models, as well as, installation configurations to meet your specific needs.

OUR PEOPLE: From our professional, friendly and experienced truckmount specialists to our highly skilled, trained, and certified installation/service personnel, you will have a buying experience that focuses on you and your needs.



COMMITMENT: At Safety Express, you are not treated as simply "another truckmount" sale. We value long term relationships that are based on service and trust. The same kind of relationships you build with your clients. We are committed to make buying your truckmount a positive experience. We partner with you to help your business be more successful. After all, a truckmount is only one of the tools you use to help you reach your goals, and achieve your dreams.



OUR GOAL IS YOUR COMPLETE SATISFACTION WITH YOUR PURCHASE

It is our desire that you are completely satisfied with the purchase, installation, and performance of your new truckmount. We service what we sell and stand behind you as our customer. We sell the best equipment in the industry and it is installed by qualified and experienced technicians. With that said, even the best equipment can have a failure and the best technicians are human. In the rare event that happens, we will do everything within our power to get it working right and make it right for you. Our goal is your complete satisfaction with your purchase.

CHOOSING THE RIGHT TRUCKMOUNT FOR YOU AND YOUR COMPANY

Types of Truckmounts: Whether you are purchasing your first truckmounted carpet cleaning machine, or replacing or adding to your fleet, there are many important things to consider. There are two basic types of truckmounts – slide-in units and direct drive units. Simply put, slide-in units have their own engine for power while direct drive units use the van's engine to power the unit. Direct drive units provide you with space saving features, lower maintenance, and have a lower learning curve for operation and maintenance. Slide-in units can be installed in new or used vans/trailers, meet almost any budget, and can quite easily be moved from one vehicle to another if necessary. Slide-ins are the most popular choice however, often a direct drive unit is the perfect application.

VAN? BOX TRUCK? TRAILER? WHICH IS THE BEST?

There are many factors that you should consider when choosing a vehicle in which to install your new cleaning equipment. Some of these factors include: the size and weight of your equipment; upfront investment required, the image you wish your company to convey; and whether you are purchasing a slide-in truckmount or a Direct Drive (PTO – Power Take Off). Direct Drive (PTO) units must be installed in a new van (typically no more than a year old). Slide-in units can be installed in new vans, used vans and trailers. Other factors which should influence what vehicle you install your truckmount in include: what kind of climate do you live in (colder climates will require you to protect your truckmount from freezing); what vehicle will fit in your garage or warehouse (especially in cold climates); and security issues.

There are four types of vehicles you can choose from:

- **Cargo vans:** Typically $\frac{3}{4}$ or 1 ton models with extended cargo areas.
- **Box trucks:** Growing in popularity especially for restoration companies because they can be customized and carry a lot of drying equipment.
- **Trailers:** Especially applicable if you are on a limited budget and have a secure area to store it.

Each of these vehicles has advantages and disadvantages. Your Safety Express Truckmount specialist can discuss with you to help you make the right decision.



WHERE CAN I PURCHASE MY VAN, TRUCK OR TRAILER?

Whether you are considering buying a new vehicle or a used one, we recommend you do your homework and shop around. If you need assistance, our team will work with you and do our very best to help you find the right solution for you and your organization. We partner with a number of organizations that offer new and used vehicles along with customized financing options for completely equipped turn key vehicles.

BASIC SYSTEMS OF A TRUCKMOUNT

Truckmounts are composed of four basic systems – power, solution pressure, solution heat, and vacuum recovery. There are a variety of choices within each of these systems, each with distinct advantages. The unit has to be properly equipped with enough power to run all of the necessary components over a long period of time without fuel guzzling power overkill. Vacuum is achieved by the use of a positive displacement blower. These blowers come in different sizes and configurations.

Vacuum efficiency is measured in airflow and lift. Airflow is measured in cubic feet per minute (cfm) and generally is viewed as more important for carpet cleaning to reduce drying time.

Lift is measured in inches of mercury ("hg) or inches of water and is generally more important in deflooding and water damage restoration.



Airflow is affected by hose diameter and length, twists, bends and turns in the hose and more. A proper balance of airflow and lift is the best choice. Solution heating capacity, or cleaning solution temperature, is very important.

Heated water has a greater capacity for the suspension of soils, increases the chemical activity of cleaning solutions and allows for faster drying, EPA sponsored studies in the 1990's clearly demonstrated that the hot water from a truckmount significantly reduced the level of harmful microorganisms in carpet.

Solution pressure and water flow provide agitation and flushing action to separate soils from the carpet fibers. Heat, water flow and solution pressure have to work in conjunction with one another. You can increase solution pressure simply by restricting water flow. Solution flow is what flushes emulsified soils, contaminants, pollutants, and spills and out of the carpet more effectively. Most truckmount operators set their solution pressure at 400-450

psi when cleaning carpet with a conventional scrub wand. Higher solution pressures (500 – 1200psi) are often desired for cleaning hard surfaces such as stone, tile, and concrete. Even higher solution pressure (1000 – 3000psi) and water flow capability may be desired for hard core pressure washing applications.



FACTORS TO CONSIDER

Each truckmount we represent and carry has its own list of features and benefits. Some examples are:

- Space-saving design that allows you to carry more equipment, tools, and accessories on board.
- A pump clutch that provides an extraction only mode when performing water damage restoration. This will not damage or wear your pressure and heat systems.
- High pressure pumps and high performance heating systems that allow you to do tile and hard surface cleaning and pressure washing, and still maintain high temperatures.
- Runs quiet so that you can do night jobs without disturbing the neighbours.

USE AND BUDGET

Each unit's features and benefits need to be matched with your use and budget. Some examples:

- What is your desired budget?
- Are you installing in a new or used van? Cargo van, trailer, or box truck?
- How far away from your truckmount do you typically clean? If you already have a truckmount, think about how many feet of solution and pressure hose you typically pull out on a job? You may well find that you rarely, if ever, exceed 150'. If that is true now, and will mainly remain so in the future, you may not need to purchase a truckmount with the biggest vacuum blower available.
- What is your own mechanical ability and the distance you are from your local Safety Express location? More bells and whistles and more performance might end up meaning more things on your unit to malfunction or need service. On the other hand, too simplistic might cost you potential business. Who will be doing the service on your truck mount? Regular scheduled maintenance things like oil changes, and also, mechanical breakdowns that can lead to down time. Your mechanical abilities might affect what the best truckmount is for you. Will driving distance to your distributor influence your decisions of who services the truckmount?
- What about dual wand cleaning? Many cleaners and restorers ask about dual wand capabilities of the machine. Dual wanding is as much a function of the two technicians that would be simultaneously cleaning as it is the mechanical capabilities of the machine. In a recent Cleanfax magazine benchmarking survey, less than 10% of professional carpet cleaners said that they dual wand clean on a regular basis. Certainly, more than 10% of the truckmounts made are capable of dual wand cleaning. You need to look at your business and how you would clean a big job. We recommend you consult with your Safety Express truckmount specialist. He/she can help you understand all of the dynamics of dual wand cleaning so you can decide whether this is a necessary feature for your truckmount.

FINANCING AND YOUR BUDGET

Regardless of your budget, we are confident that we can put together a package that will meet your budget, your expectations, and your cleaning requirements. We have many years of experience joining quality with value. We can advise you of options, but ultimately, you are in the driver's seat. Our goal is to meet your needs and exceed your expectations. With the power of nationwide locations working together, our experience, variety of inventory, financing choices and installation options, no one can match our value and protection.

WE HAVE IT ALL!



CONSIDER ALL THE APPLICATIONS YOUR TRUCKMOUNT CAN PROVIDE YOUR COMPANY

Your investment in a truckmounted cleaning machine is significant — and there are significant diversification opportunities for using the machine you invest in. If you have not already done so, closely examine how you can expand your cleaning horizons by using your truckmount to clean surfaces other than carpet.

Residential professional cleaning contractors can take on the role of a total cleaning service provider. Obviously, truckmounts maximize cleaning power and efficiency at cleaning carpet and upholstery. They are essential for initial water extraction at a water or fire damage restoration job. The unique feature of a truckmount that contributes greatly to expanding cleaning horizons is its ability to recover the soils and cleaning solution to a waste tank, where the collected waste can be properly disposed of.



With the advent of a variety of hard surface cleaning tools, truckmounts are now being used to clean concrete surfaces, both indoors and out, such as sidewalks, basements, and driveways. With the right attachments, they can be used in cleaning fine floors such as stone and tile. The vacuum recovery capabilities of truckmounts are employed in duct cleaning, wood floor cleaning, and restoration. The pressure washing capabilities of the truckmount also allow it to clean virtually any surface outside of the residential home. Cleaning professionals have finally been able to employ the cleaning power of truckmounts with the advent of "shear effect" upholstery cleaning tools. Historically, upholstery cleaning tools bypassed the cleaning power of truckmounts due to concerns about over-wetting. These shear effect tools have changed that. They employ vacuum chambers that actually bring the fabric slightly up into the tool and then force cleaning solution at high pressure and water flow across the fabric rather than shooting the water down into the fabric and foam underneath. This has allowed wet cleaning to be used safely and successfully on almost all upholstery fibers, including many that were traditionally either dry cleaned or low moisture cleaned. This allows for faster cleaning, reduced drying times, and more effective soil removal.

INSTALLATION AND SERVICE CENTRES YOU CAN TRUST AND DEPEND ON

The installation, maintenance and repair of your equipment is at the heart of your truckmount purchase. The right equipment installed incorrectly and/or not serviced properly will quickly become the wrong equipment. You are making money only when your equipment is running efficiently and safely. You can put your mind at ease. Installation are performed by highly skilled, trained, certified, professionals and experienced technicians who take pride in providing you with top quality installation.



The installation of your truckmount is only the beginning of our partnership. We will walk you though the proper operation, maintenance, and service of your equipment with comprehensive training. Our industry leadership assures you that we have the latest information to assist you in getting the most from your new truckmount investment.

TRUCKMOUNT ACCESSORIES

The right accessories make you more efficient and protect your investment. Here are a few of the most common accessories you should consider. Your Truckmount Specialist will provide you with a number of common turn-key packages.

HOSE REELS

Hose reels come in a variety of different sizes and configurations to fit virtually any installation. Hose reels keep your vacuum hoses, solutions hoses and freshwater hoses clean and safe from any damage. They also make you much more efficient when you set-up and break-down at a job. Some even roll up the hoses for you – how's that for efficient!

FRESH WATER TANKS

Fresh water tanks are designed to take your water with you. Many jobs have no, or limited, water supply. This way you will always be prepared. Some fresh water tanks come with hose reels for space saving benefits.



ORGANIZERS

We have a variety of shelving, racking, and tool storage options to help improve efficiency and maximize space in your van.



AUTOMATIC PUMP OUT

An automatic pump out (APO) helps improve efficiency because there is no stopping to empty your waste tank. In addition, it will eliminate potential fines for dumping waste water illegally.



PROTECTION

Protect your investment with important accessories. Drip trays for under your truckmount to catch spills and protect your van floor. Water softeners to protect your equipment from hard water and to make your cleaning agents go further. Hose and exhaust ports so you can run your unit with your doors closed and locked – free from theft/vandalism/liability.

CLEANING ACCESSORIES

Your Truckmount Specialist will assist you in choosing the right accessories for the services you provide, and to make your jobs more professional, efficient, effective and profitable.

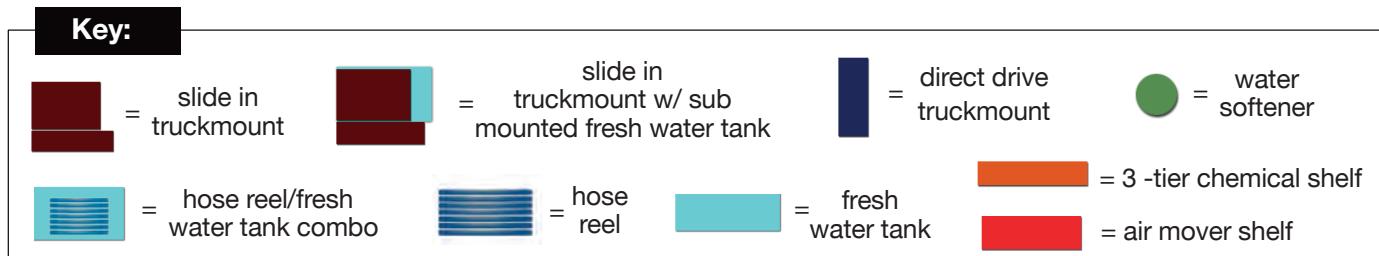
HOW DO I SET UP MY TRUCKMOUNT PACKAGE?

Ultimately, how your package is laid out is up to you. Part of the truckmount purchase process is for you to sit down with your Truckmount Specialist and design your installation on a graphic layout to be sure we get it right. You are the one who will be operating the unit day in and day out – it should be to your standards; however, it also needs to be to our standards.

There are some things we cannot budge on for your safety. Some of these items are:

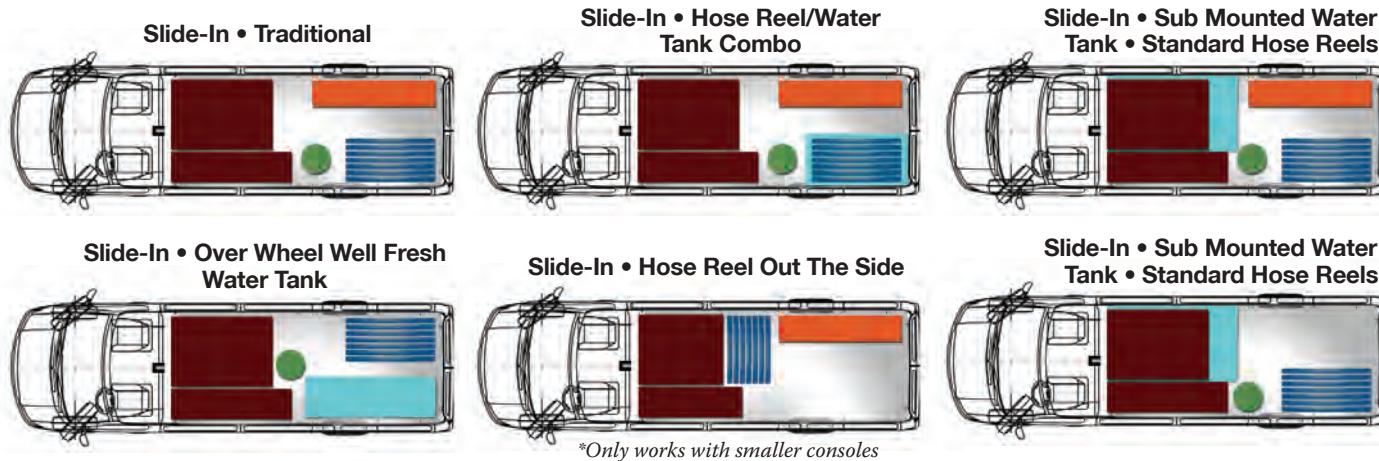
- **Proper weight distribution** of the truckmount and water tanks so your van drives appropriately and doesn't wear your springs/shocks sooner than expected or unevenly.
- **Rip plates installed** under the van to ensure that the unit and large accessories do not become knocked loose in the event of an accident. We also include an undercoating on all bolts and plates under the van so that the body of your vehicle is not compromised and subject to rust and wear.
- **We follow the strictest standards** for fuel taps on the vans in slide-in applications. It is very important to protect your pressurized fuel system to keep your van engine running efficiently. Equally important, is ensuring that the fuel tap is a solid, leak free installation to protect you and your van from a fire hazard. Every installation has to pass a multi-point safety inspection and testing before we will allow the unit to be put in to service.

TRUCKMOUNT LAYOUTS



Cargo Van Common Configurations

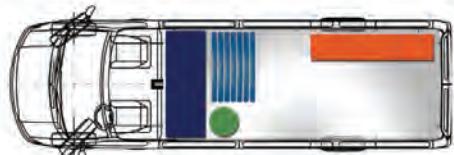
Slide-in Truckmounts



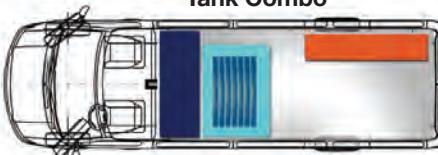
Cargo Van Common Configurations

Direct Drive Truckmounts

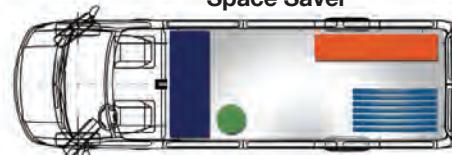
Direct Drive • Traditional



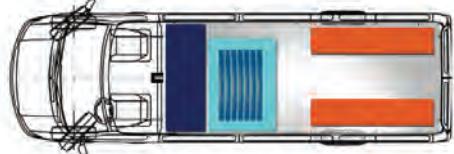
Direct Drive • Hose Reel/Water Tank Combo



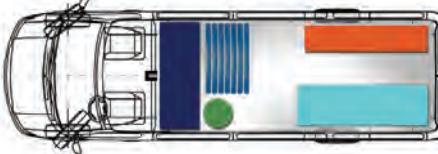
Direct Drive • Side Door Space Saver



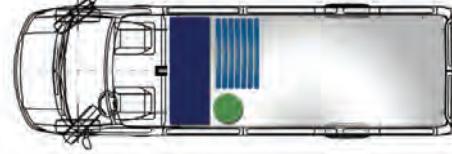
Direct Drive • Hose Reel/Water Tank • Dual Chemical Shelves



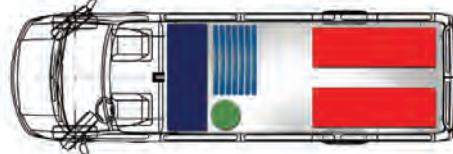
Direct Drive • Over Wheel Well Fresh Water Tank



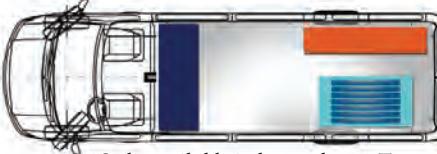
Direct Drive • Rear Door Space Saver



Direct Drive • Restoration Configuration



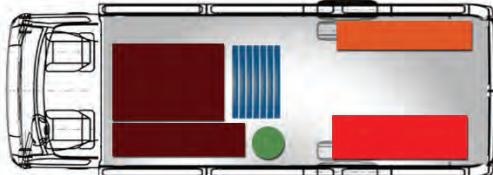
Direct Drive • Reels/Tank Combo Out The Back



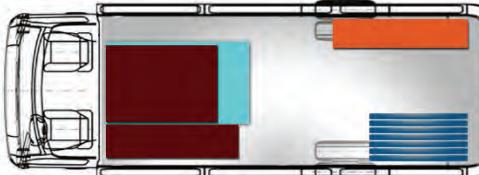
*Only available in heavy duty 1-Ton

Box Truck Common Configurations

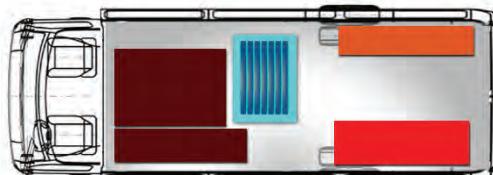
Slide-In • Traditional



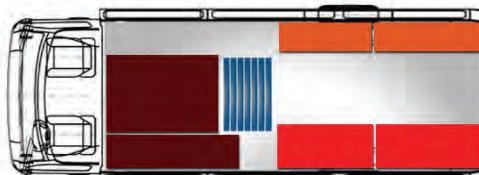
Slide-In • Sub Mounted Water Tank • Standard Hose Reel



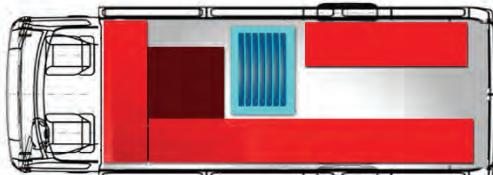
Slide-In • Reel/Tank Combo



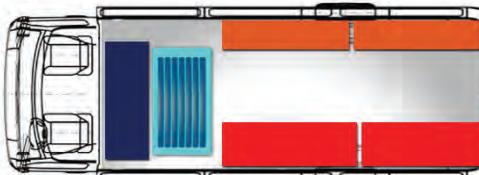
Slide-In • Loaded with Shelves



Slide-In • Restoration



Direct Drive • Reel/Tank Combo • Loaded w/ Shelves



*Shelves above machine to maximize storage.

*Not available for all box trucks

TRUCKMOUNT EVALUATION

Truckmount Evaluation Worksheet

Fill this worksheet out and share with your Truckmount Specialist to receive the best truckmount recommendation!

Name	Company Name	Email	
Address	City	Province	Postal Code
Phone #1	Phone #2	Fax #	

General Information

- Time in Business: New Start-Up 1-5 years 5-10 years More than 10
- Number of Employees: _____ Types of crew(s) you run: 1-man 2-man Unsure of what is best for me
- Likelihood of adding additional truckmount packages in the future: 1-2 years 3-5 years No Unsure
- I want to trade in an older unit: No Yes – Unit Age _____ Brand _____ Model _____
- Installation Type: Cargo Van Box Truck Trailer Unsure Already have a van/trailer

Type _____ Yr _____

Business and Service Locations

- Is your business, or areas you service on a regular basis, located at high altitude (above 2,000 meters)? Yes No
- Are you in a climate that experiences regular freezing temperatures in the winter? Yes No
- Do you need to travel long distances (over 80 km) on a consistent basis to get to many of your clients? Yes No
- Are you within 120 km of our service center? Yes No
- Can you store your new turn-key package inside? Unsure Yes No
- Are there theft/vandalism risks in the location you will store your truckmount package? Yes No

Services You Currently Offer (or will offer in the near future)

<input type="checkbox"/> Carpet Cleaning	<input type="checkbox"/> Upholstery Cleaning	<input type="checkbox"/> Tile & Grout Cleaning	<input type="checkbox"/> Concrete Cleaning
<input type="checkbox"/> Water Restoration	<input type="checkbox"/> Fire Damage	<input type="checkbox"/> Commercial Cleaning	<input type="checkbox"/> Carpet Repair
<input type="checkbox"/> Apartment Cleaning	<input type="checkbox"/> Pressure Washing	<input type="checkbox"/> Carpet Sales	<input type="checkbox"/> Stone Care
<input type="checkbox"/> Air Duct Cleaning	<input type="checkbox"/> Wood Floor Care	<input type="checkbox"/> Mattress Cleaning	<input type="checkbox"/> Oriental Rug Cleaning

Truckmount

- Do you currently own a truckmount(s)? No Yes – If yes, which brand(s) and model(s)
Brand _____ Model _____
Brand _____ Model _____
- Features you like about your current equipment. N/A _____
- Features you don't like about your current equipment. N/A _____
- Do you have a specific Brand and/or Model you are interested in? No Yes, Brand/Model _____
- Rate the importance of the following features – check one of the boxes for each feature.

Vacuum:	<input type="checkbox"/> Not Important	<input type="checkbox"/> Somewhat Important	<input type="checkbox"/> Important	<input type="checkbox"/> Very Important	<input type="checkbox"/> Unsure
Pump Pressure:	<input type="checkbox"/> Not Important	<input type="checkbox"/> Somewhat Important	<input type="checkbox"/> Important	<input type="checkbox"/> Very Important	<input type="checkbox"/> Unsure
Water Temperature:	<input type="checkbox"/> Not Important	<input type="checkbox"/> Somewhat Important	<input type="checkbox"/> Important	<input type="checkbox"/> Very Important	<input type="checkbox"/> Unsure
Low Weight:	<input type="checkbox"/> Not Important	<input type="checkbox"/> Somewhat Important	<input type="checkbox"/> Important	<input type="checkbox"/> Very Important	<input type="checkbox"/> Unsure
Low Noise:	<input type="checkbox"/> Not Important	<input type="checkbox"/> Somewhat Important	<input type="checkbox"/> Important	<input type="checkbox"/> Very Important	<input type="checkbox"/> Unsure
Ease of Operation:	<input type="checkbox"/> Not Important	<input type="checkbox"/> Somewhat Important	<input type="checkbox"/> Important	<input type="checkbox"/> Very Important	<input type="checkbox"/> Unsure
Space Saving:	<input type="checkbox"/> Not Important	<input type="checkbox"/> Somewhat Important	<input type="checkbox"/> Important	<input type="checkbox"/> Very Important	<input type="checkbox"/> Unsure
Fuel Economy:	<input type="checkbox"/> Not Important	<input type="checkbox"/> Somewhat Important	<input type="checkbox"/> Important	<input type="checkbox"/> Very Important	<input type="checkbox"/> Unsure
Warranty:	<input type="checkbox"/> Not Important	<input type="checkbox"/> Somewhat Important	<input type="checkbox"/> Important	<input type="checkbox"/> Very Important	<input type="checkbox"/> Unsure
Ease of Maintenance:	<input type="checkbox"/> Not Important	<input type="checkbox"/> Somewhat Important	<input type="checkbox"/> Important	<input type="checkbox"/> Very Important	<input type="checkbox"/> Unsure

- Other needs or information you would like to share: _____

SAFETY EXPRESS PROTECTS YOUR INVESTMENT

THE BEGINNING OF A PARTNERSHIP - TRAINING AND APPLICATION

Taking delivery of your equipment is the beginning of our partnership with you. Our service does not stop on delivery of the machine. We are dedicated to helping you be successful in all aspects of your business and all applications for your truckmounted equipment. We want to make sure that you get the most out of your new equipment; therefore we will spend time with you going over the operation, maintenance, and use of your cleaning equipment, tools and accessories. We will also go over with you the complete setup and tear down of your cleaning equipment.

ON-GOING SERVICE AND SUPPORT

We will also be there to service and maintain your equipment long after the warranty has expired. Your truckmount investment will serve you for years to come and thousands and thousands of hours when properly maintained according to the manufacturer's recommended maintenance frequencies.



LOCATIONS COAST TO COAST TO SERVE YOU BETTER!

VANCOUVER

100-3171 No. 6 Rd.
Richmond, B.C. V6V 1P6

604.244.8005

KELOWNA

1521 Keehn Rd.
Kelowna, BC V1X 5T5
250.862.5958

CALGARY

101-3750 19th St. NE
Calgary, AB T2E 6V2
403.243.8324

EDMONTON

17313 111 Ave. NW
Edmonton, AB T5S 0A8

780.486.4889

SASKATOON

326-68th St. E
Saskatoon, SK S7P 0E3
306.933.3365

WINNIPEG

1725 St. James St, Unit 3
Winnipeg, MB R3H 1H3
204.697.0087

TORONTO

1-3680 Odyssey Dr.
Mississauga, ON L5M 0Y9

905.608.0111

OTTAWA

1290 Old Innes Rd. #707
Ottawa, ON K1B 5M6
613.526.5800

MONTRÉAL

1965 55th Ave
Dorval, QC H9P 1G9
514.339.9919

QUÉBEC CITY

125 rue Fortin, local 190
Québec, QC G1M 3M2

418.682.2977

MONCTON

222 Edinburgh Dr. #180
Moncton, NB E1E 4C7
506.852.7090

HALIFAX

20 Gurholt Dr,
Dartmouth, NS B3B 1J9
902-593-1500

1.800.465.3898

safetyexpress.com