

Rooftec Exterior Cleaning System *Diversify your business and increase your revenue*



The Opportunity

There are millions of homes across the country in need of exterior cleaning. The market requires contractors that have the capability to remove algae from roofs, clean siding, decks, and fences, and remove rust and oil stains from concrete. Some of this cleaning is cosmetic, while some is required to prolong the life of the material. In some cases, this cleaning is needed to prevent manufacturers from voiding a warranty.

Microorganisms cause roof shingles to curl and buckle, leading to water intrusion and wind damage. Some insurance companies won't pay claims and may even cancel policies if a roof hasn't been properly cleaned and maintained.

This opportunity doesn't stop at residential; Commercial properties, hotels, restaurants, hospitals, and schools all need to keep their exterior surfaces looking clean. Customers will most often judge a business by the exterior and if the building is dingy on the outside, they'll expect the inside to be the same.

In most areas, this is an untapped market. For that reason, there is an opportunity to offer exterior or roof cleaning services at fair prices without fear of competition driving your price down. What a fantastic time to diversify your service offering!

Services to Offer

Outdoor surfaces that can be cleaned:

- Roofs: organic material: mildew, algae, moss, and mold
- Outdoor Flooring: concrete, pavers, bricks
- Siding: vinyl, aluminum, wood
- Wood Cleaning: decks, support beams, pergolas, etc.
- Siding, awnings, and gutters (oxidation removal)

What needs to be removed from these surfaces:

- Algae
- Moss
- Lichen
- Dirt
- Debris
- Soot/Fire Damage
- Mineral staining (orange staining on buildings caused by iron in sprinklers)
- "Phos-Chek" (fire retardant)
- Grease and Oil Stains

The Process

One major advantage of pressure washing/soft washing is that the work can be done outside, without the need for the homeowner to be present. This helps to alleviate stress and scheduling issues for both the contractor and homeowner.

The process is straightforward, and only differs slightly based upon the surface being cleaned and/or material being removed.

An important reminder is that roofs require low-pressure cleaning (a “soft wash”), while other surfaces, like concrete, are okay to power wash. High-pressure washing of roofs will damage asphalt shingles.

In-depth training is available through your local Safety Express.



Roof Cleaning:

1. Wear appropriate PPE and safety equipment (e.g., respirator and fall protection).
2. Pre-soak all plants with fresh water. Apply [NeutraTec](#) (Neutralizer) to any delicate landscaping that may need an extra layer of protection.
3. Soft wash: Low pressure spray (100-500 PSI) with [WashTec](#) and Bleach (3%).
4. Rinse with water.
5. Post-cleaning, soak landscaping with water.
6. Neutralize plants or other areas sensitive to bleach solution with [NeutraTec](#).

Driveways/Patios (Concrete or Brick):

1. Wear appropriate PPE and safety equipment (e.g., respirator and nitrile gloves).
2. Pre-soak all plants with fresh water.
3. FOR DIRT: High pressure wash (2,500 PSI) with [DirtTec](#) and Bleach (3%).
4. FOR OILS: High pressure wash (2,500 PSI) with [ConTec](#) (no bleach).
5. Rinse with water.
6. Neutralize plants or other areas sensitive to bleach solution with [NeutraTec](#).

Siding:

1. Wear appropriate PPE and safety equipment (e.g., respirator and nitrile gloves).
2. Pre-soak all plants with fresh water.
3. Low pressure wash (500 PSI) with [WashTec](#) and Bleach (1%).
4. Rinse and post-soak surrounding vegetation with water.
5. Neutralize plants or other areas sensitive to bleach solution with [NeutraTec](#).

Wood (decks, pergolas, fences):

1. Wear appropriate PPE and safety equipment (e.g., respirator and nitrile gloves).
2. Pre-soak all plants with fresh water.
3. High pressure wash (800 – 1,000 PSI) with [WoodTec](#) and Bleach (1%). Low pressure wash may also be appropriate depending on surface and desire to reduce overspray.
4. Light scrub, if needed.
5. Rinse with water.
6. Neutralize plants or other areas sensitive to bleach solution with [NeutraTec](#).

Oxidation Removal (gutters, awnings, outdoor aluminum surfaces):

1. Wear appropriate PPE and safety equipment (e.g., respirator and nitrile gloves).
2. Pre-soak all plants with fresh water.
3. Apply [OxiTec](#) to oxidation with the use of a backpack or pump-up sprayer. Don't use bleach.
4. Light scrub, if needed.
5. Rinse with water.

NOTE: We recommend a special, high-concentration bleach that can be purchased from local sources that specialize in handling it. This is currently not stocked at Safety Express locations.



The Machine

The RoofTec XCS 500 allows you to soft wash and high-pressure wash all with the same machine. A simple turn of the dial allows you to go from 100 PSI to 2,500 PSI.

RoofTec XCS 500 Machine

- 2-year warranty
- 14 HP Kohler engine
- General Solution Pump: 5.5 GPM, 100 to 2,500 PSI
- 110 Gallon Bleach Tank
- 12 Gallon Surfactant Tank
- 12 Gallon Water Buffer Tank
- 100' ½" Water Supply Hose
- 200' 3/8" High Pressure Hose
- Specially built to withstand bleach cleaning solutions
- Stainless Steel Spray Gun

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SAVE 20%

in June

Financing options available O.A.C

The Investment

How much does the [RoofTec XCS 500](#) Exterior Cleaning System cost?

FIND OUT MORE

The cost of the soft wash system can be found here on the [soft wash machine product page](#). In addition to the machine, you'll also need a truck or van to put it in, and you'll need the appropriate cleaning solutions. Excluding the vehicle, you're looking at ~\$21,000 to get started.

Financing

The Rooftec XCS 500 can be financed through our preferred financing partner, Aztec Financial. Financing starts as low as \$415/month for just the machine, depending on your credit. Your local Safety Express can install the machine and get you up and running. Learn more about financing the XCS 500 here: [Aztec Financial RoofTec XCS 500](#)

Revenue Model

Job billing is normally based on the sq. footage of the house:

- Roof Washing: Charge \$0.40 to \$0.55 per square foot
- Siding Washing: Charge \$0.15 per square foot
- Flatwork (Driveway Cleaning): Charge \$0.25 - \$0.30 per square foot

Annual Revenue

1,950 square feet is the national average for a house:
 Roof washing = \$780 (\$0.40 x 1,950 sq. ft.)
 Siding washing = \$292 (\$0.15 x 1,950 sq. ft.)
 Total = ~\$1,000 per average house

2 jobs per day x 15 days per month x 8 months = \$240,000 annual revenue.

This is based on providing this service for only 8 months of the year as our winter climate in Canada does offer some limitations

For further information on Rooftec Exterior Cleaning Systems, visit our [website](#) or [contact your local Safety Express.](#)