



Soaps & Cleaning Applications

TURNING GUNK, GRIME, AND OILY RESIDUES INTO CLEAN SURFACES

4 Key Aspects to Cleaning

❖ Chemical

❖ Mechanical

❖ Temperature of the soap/ water solution

❖ Time

- **Chemical:** This is the actual soap you select for the application (more on this later). The right chemical will allow better cleaning, residue control, oil absorption or repulsion, and rust protection in some applications.
- **Mechanical:** The water pressure in a cleaning application, the pressure of the scrubber pads, or the action of the mop. All aid in the clean-ability of the floor, part, ect.
- **Temperature of the soap/ water solution:** In all applications the elevation in temperature aids in cleaning, grease penetration, and faster dry times. 100 degrees F to 160 degrees are optimal temperatures for many applications (some are very specific, so check first).
- **Time:** Depending on the soils, more time may be required to remove the film or residues. Example, a hot solution should take less time to clean a part then one that is room temperature. If any of the variables above change, expect to change the amount of time to clean that part accordingly.

Truth about Soaps

- **More** soap is not “better”, and **less** soap is not “better”. The correct amount is what makes our products really shine.
- **Problems with too much soap:** Sticky residues, tracking (shoe and tire marks on the floor), irritation to the operators (hands & breathing), poor cleaning characteristics.
- **Problems with not enough soap:** Flash rusting in some parts washing applications, poor cleaning, smells.
- **The correct amount of soap:** Provides the chemical cleaning action needed for the job, and leads to operator and customer satisfaction. We manufacture all of our cleaners to be easily checked with a hand held refractometer, and we **STRESS** the use of dual or multi port mixing station (see following slide). This way, one soap can provide several different dilutions with the press of the appropriate button. This reduces waste, and takes operator “guess work” out of the equation. Often, more control over the systems leads to longer term sales.
- **Soap does not last FOREVER:** You would not keep the same dish soap in the sink and use it over and over to do your dishes! The same applies with cleaning solutions. After a certain amount of grime and oil has been removed, you will have to change the cleaning solution in the system. Nothing lasts forever.

Dual System Mixing System



Benefits of a CGF Solution

- Many of the CGF formulations are low to no VOC products. They contain no butyls, and they are readily biodegradable. With the technology we have developed, these cleaning solutions are doing the same job, if not better than, traditional solvent cleaners. These cleaning solutions can be used in parts soaking applications to high pressure cleaning systems.
- All CGF cleaners are easily checked with hand held refractometers. This eliminates the need (most applications), to perform titrations. Systems and applications can be easily checked in the field, and adjustments can be made immediately. This maximizes fluid performance, and really brings value to the support you are offering in the field.
- Most CGF soaps are concentrated solutions, not watery dilutions. The solutions can be checked right out of the drum (if the refractometer is a 0-30 scale). Most of the time you will find that our products are more concentrated so our clients do not have to use as much soap.
- As stated previously, there is compatibility with our coolants. So interior and exterior machine cleaning will not present a problem with most of our cleaners.

EXPENSIVE WATER- NOT CHEAP SOAP!

How to Show a Savings & Win Business

- Simple Green retails for \$8.00/ gallon, but the client has to use the product at 15:1 in their floor scrubber to get adequate cleaning results. The actual cost per gallon of the fluid in use is: $\$8 / 15 = \$0.53 / \text{gallon}$ in the floor scrubber. With a 30 gallon tank, the cost is \$15.90 to use their product.
- KW 6030 retails for \$20.00/ gallon, but the client can use the product in the scrubbers at 50:1 and experience fabulous results. The actual cost per gallon of the fluid in use is: $\$20.00 / 50 = \$0.40 / \text{gallon}$ in the floor scrubber. With a 30 gallon tank, the cost is \$12.00 to use the KW 6030.
- This is an actual example. The client has been purchasing totes of the KW 6030 for the past few years. Once again, math always tells the truth and when people realize they are buying **expensive water, NOT cheap soap**, it really grabs their attention.

Cleaning Applications- CGF Solutions

- Mopping: KW 6030, Neutral Orange
- Floor scrubbers: KW 6030, KW 6015
- Spot treating stains on concrete: KW 6050, KW 6030, KW 1293
- Power washing: KW 6050, KW 6030
- CNC machine cleaning (interior and exterior): Sump Cleaner NO, KW 6050, KW 6030
- Parts washing (Rotary, Cabinet, and Soaking): KW 1000, KW 1293, KW 6128, KW 6050, KW 6030, Neutral Orange
- Heavy equipment cleaning: KW 6050, KW 6030

Washing Equipment

Cabinet Washer



Rotary Parts Washer



Washing Equipment

Soaking Style/ Low Agitation Washer



Hot Pressure Washing



Cleaning Applications- CGF Solutions

- **Mopping:** For best results: Clean mop bucket, hot water (as hot as you can get it, and a soap that is diluted 20:1. We have had very good success with the KW 6030. Neutral Orange also works well, but you have to be concerned about over use and sticky residues.
- **Floor Scrubbers:** For best results: KW 6030, hot water (as hot as you can get it), and the soap diluted 50:1 (can do 40:1 if the floors are really nasty and bare concrete, and you can do 60:1 if the floors are sealed). Do NOT use the KW 6030 on floors that are waxed, it will remove the wax on the floor!
- **Spot Treating Stains:** For best results: Warm to hot water, and the soap diluted 10:1. This goes for the KW 6050, KW 6030, and the KW 1293. The KW 6050 is for the extremely nasty stuff, the KW 6030 for really bad stuff, and the KW 1293 is for lesser stains. For ease of inventory, I would lean towards the KW 6030 to do almost everything.
- **Power Washing:** For best results: Hot water, and the soap diluted 10:1 to 30:1, depending on the residues to be removed. I would lean towards the KW 6030 in this application.
- **CNC Machine Cleaning:** For interior cleaning, with coolant running: 100:1 to 50:1, depending on the residues in the machine. Products of choice are the KW 6030 and the Sump Cleaner NO. In a recent test, KW 6030 really did an outstanding job. Let the coolant run for 24 to 48 hours with the soap prior to the pump and dump. Recharge the system, fill with new coolant, and then treat the system with Kathon CC. For exterior machine cleaning, KW 6030 also does a very good job in spray bottles (small household variety or the bug sprayer type).
- **Parts Washing:** Rotary and Cabinet Washers: KW 1000 would be the lead cleaner (20:1). Temperatures need to be steady at 145F to 160F. Too hot and soap will degrade, too cool and the soap will foam like crazy. For soaking or mild agitation cleaning, KW 6050 at 10:1 is very good. This is a great solvent replacement.
- **Heavy Equipment Washing:** KW 6030 at 10:1 to 30:1, depending on the residues and soils to be removed. Can be used in a hot pressure washer. It does contain a little anti foam, so foam is not too bad in this application.