# CLEAN BETTER.

Changing the way things have always been done. Not only from the way we interact with the customer, but how our chemicals are made.



Ver-tech vehicle wash products are manufactured in Rockford, Minnesota and shipped throughout North America. Our product line covers all types of applications found in the professional vehicle wash and beyond. We manufacture a variety of presoaks for all friction and touchless washes, specialized detergents, drying agents and a wide range of extra service products that will add a unique advantage to your wash. We strive to customize to the individual needs of your wash and recommend an optimal combination of products.

Thank you for choosing the best vehicle wash products in the market. We believe quality products and service are needed to grow your business - our passion is truly CLEANING BETTER.

Ver-tech is a family owned and operated business since 1981. We treat you like family, not "just another account". Our chemical sales representatives are accessible to help problem solve issues and are supported by a technical chemistry team. In addition to ensuring product quality, our chemists work closely with the field to continually develop innovative ways to clean. We believe in a collaborative team model and every Ver-tech customer enjoys the strength of our full team when it comes to problem solving.

> **Tony Vertin** CEO, Ver-tech Labs







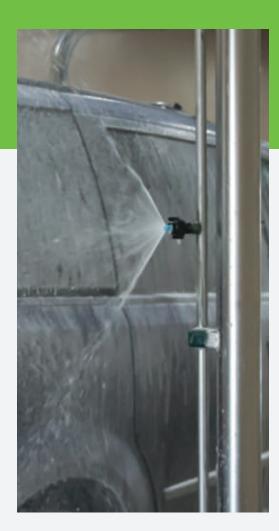


## How does Two Step Touchless Cleaning work?

- The low pH product is applied to the vehicle's surface through a low pressure applicator. The high pH product is applied to the vehicle's surface next. A chemical reaction occurs which "breaks" the static bond holding contaminants on the vehicle's surface. A high pressure rinse washes the contaminants away.
- Individual cleaning conditions will influence the usage ratio of each type of product.
- $\bullet$  Some washes will use a high pH product as Step 1 and a low pH product as Step 2.

Consult your local chemical representative for the best combination of presoaks for touchless cleaning in your wash. Some of our most common combinations include:

EXT 470 **Lightning** and EXT 460 **Golden Knight**EXT 430 **Vision** and EXT432 **Black Knight**EXT111 **Pro III** and EXT 460 **Golden Knight** 



## Product Performance Testing



Every Ver-tech Labs product is tested against competitor products for cleaning ability. It's important to us that our customers can see the cleaning difference given the same amount of soil and same usage dilution ratio. Our chemistry team will run the same test multiple times to ensure the lab results can be replicated in the field. When we say we "clean better", we have the lab work behind us to back up our claim.

## Low pH (Acid) Products

- Usually Step 1 in a Two Step Touchless Cleaning process
- Work well against mineral based soils
- Clean vehicle "eyebrows"
- Non-HF products are effective glass, plastic and metal cleaners

Products	Suggested Usage Range for Step 1 Touchless Presoak	Contains Hydrofluoric Acid	Green	Reclaim Compatible
EXT470 Lightning	1:57 - 1:100	No	Yes	Yes
EXT110 Pro 1	1:51 - 1:100	Yes	No	No
EXT112 Pro 5	1:47 - 1:100	Yes	No	No
EXT430 Vision	1:43 - 1:64	No	Yes	Yes
EXT115 Pro II	1:37 - 1:64	Yes	No	No
EXT428 Double Vision	1:21 - 1:37	No	Yes	Yes

## High pH (Alkaline) Products

- Usually Step 2 in a Two Step Touchless Cleaning process
- Used in One Step Touchless Cleaning process
- Work well against oil based soils
- High pH products are often used for prep gun, wheel cleaning and degreasing applications

Products	Suggested Usage Range for Step 1 Touchless Presoak	Suggested Usage Range for Friction Prep	Green	Reclaim Compatible
EXT129 Apogee	1:51 - 1:100		Yes	Yes
EXT460 Golden Knight	1:43 - 1:64	1:85 - 1:171	Yes	Yes
EXT130 White Knight	1:37 - 1:64		Yes	Yes
HEL100 Hellcat	1:32 - 1:64	1:85 - 1:256	Yes	Yes
EXT432 Black Knight	1:28 - 1:43	1:64 - 1:128	Yes	Yes
THU100 Thunderbolt	1:21 - 1:32	1:43 - 1:128	Yes	Yes
EXT216 Highline	1:16 - 1:26	1:28 - 1:64	Yes	Yes
GRE100 Green Lightning	1:11 - 1:18	1:32 - 1:64	Yes	Yes

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Prep Gun Soaps and Debuggers	Liquid or Powder	Green	Reclaim
EXT126 Double Barrel high pH prep gun soap and debugger. Additional applications include presoak and wheel cleaning.	Liquid	Yes	Yes
EXT372 Bug-Be-Gone softens and removes bugs and road grime for easy removal.	Liquid	Yes	Yes
THU100 Thunderbolt high pH detergent suitable for touchless cleaning, friction presoak, prep gun and wheel cleaner. Hard water tolerant.	Liquid	Yes	Yes
XV3579 Prep Gun and Metal Safe Detergent concentrated, XV line product.	Liquid	Yes	Yes
XV2159 Debugger concentrated, XV line product.	Liquid	Yes	Yes
<b>EXT435 Conquest</b> high pH detergent, primary application vehicle wash, secondary applications include high pressure prep gun soap and wet end tire cleaner through CTAs.	Powder	Yes	Yes
EXT291 Jolt Detergent Booster.	Liquid	Yes	Yes
<b>EXT122 High Pressure Power Blast</b> high pH detergent, primary application vehicle wash, secondary applications include high pressure prep gun soap and degreaser.	Powder	Yes	No



Wheel Cleaner	Hydrofluoric Acid and Sulfuric Acid	Green	Reclaim Compatible
EXT138 Wheel Blaster high pH liquid, hard water tolerant.	No	Yes	Yes
<b>EXT139 Hell on Wheels</b> low pH liquid, removes brakes dust stains, rust and clay soil film.	Yes	No	Yes
EXT137 Magnum Wheel Cleaner low pH liquid, removes brake dust.	Yes	No	No
<b>EXT470 Lightning - Wheel Cleaning Application</b> low pH liquid, can also be used as a low pH presoak.	No	Yes	Yes
<b>EXT432 Black Knight – Wheel Cleaning Application</b> high pH liquid, heavy duty, multiple applications.	No	Yes	Yes



Foam Detergents	Foam Level	Green	Reclaim Compatible
EXT264 Low pH Conditioner	High	Yes	No
<b>EXT161 Brilliant</b> primary application is friction cleaning.	High	Yes	No
<b>EXT350 Super Foam</b> primary application is for friction cleaning, works well in all water conditions.	High	Yes	No
<b>EXT429 Foamy Vision</b> primary application is friction cleaning, rinses well.	High	Yes	Yes
<b>EXT374 4-4-1 Multipurpose</b> high pH detergent for use in two step friction cleaning prep foamers and presoak mitters.	High	Yes	No
XV8891 Foam Detergent low pH concentrated, XV line product.	High	Yes	Yes
<b>EXT510 Brite Auto High Pressure Foaming Detergent</b> neutral liquid product for all friction applications.	High	Yes	No

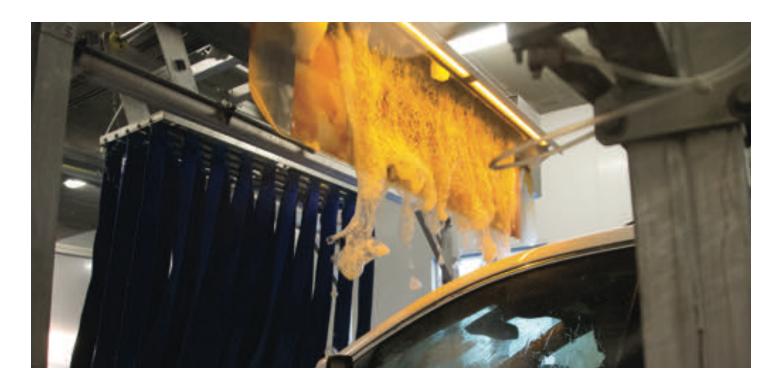
Triple Foams	Colors	Green	Reclaim Compatible
<b>EXT167 Snap Coat</b> high foaming, free rinsing, enhances smoothness and gloss on vehicle surface, flash foam that collapses quickly.	Blue, Orange, Red, White	Yes	Yes
<b>EXT143 Repel Triple Foam</b> fortified with an additive for increased shine.	Blue, Green, Red, White, Yellow		Yes
EXT264 Low pH Conditioner high foaming.	Blue, Red, White, Yellow	Yes	No
XV400 Triple Foam Concentrated XV line product.	Blue, Green, Red	Yes	Yes

Drying Agents	Water Action	Green	Reclaim Compatible
EXT147 Bone Dry	Sheeting	Yes	Yes
EXT155 Evolution	Beading	Yes	Yes
EXT150 Quick Dry	Beading	Yes	Yes
EXT149 Break Away	Beading	Yes	Yes
XV7007 Drying Agent	Beading	Yes	Yes

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Protectants	Clear Coat or All Surface	Green	Reclaim Compatible
<b>EXT508 Snap Shine</b> formulated with a silicone additive that is drawn onto the vehicles surface providing a protective finish, high gloss appearance and added durability.	Clear Coat	Yes	Yes
<b>XV5335 Clear Coat Protectant</b> Contains silicone polymers, formulated for full service or automatic washes with low/high pressure applications.	Clear Coat	Yes	Yes
<b>EXT425 Snap Shield</b> formulated to provide a thin layer of carnauba wax, enhancing protection, shine and water repellency.	All Surface Protectant	Yes	Yes
<b>EXT504 Magma Shine</b> complex silicone/carnauba wax designed into a high foaming protectant for use in lava applications.	All Surface Protectant	Yes	Yes
XV6309 All Surface Protectant Concentrated XV line product. Contains optical brighteners, polymer system that bonds to the vehicle surfaces providing extended shine, protection and water repellency.	All Surface Protectant	Yes	Yes



### Salt Shield

Salt Shield is not another underbody rust proofing compound of yesteryear. Salt Shield is formulated to provide two layers of protection.

First, Salt Shield is a detergent that will clean and neutralize road salts and deicers from the chassis and wiring on the underside of your vehicle. Salt Shield removes winter sodium, calcium, and magnesium chloride deicer salts, even when those salts are mixed with carriers like cheese brine and sugar beet juice.

Second, Salt Shield includes chemicals reactive on exposed iron and steel surfaces to provide a barrier film. This protective film prevents sodium, calcium, and magnesium chlorides from corroding iron and steel surfaces. Salt Shield's protective film grows every time you apply it.

**Don't be fooled into thinking that you need Salt Shield only in the winter.** Did you know that the main ingredient in dust suppressants is CALCIUM CHLORIDE?? Dust suppressants are used around construction sites to keep the dust down – and in particular – highway construction sites for safety reasons. Dust suppressants are also sprayed on many rural roads to ensure that dust does not harm the crops.

There are any number of "me too" salt remover products on the market, but none like Salt Shield. Use Salt Shield all year long for 365 days of protection.





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Products	Suggested Usage Ratio
XV1019 – Low pH Presoak 1019	1:85 - 1:171 for Step 1 Touchless 1:512 - 1:1280 for Step 2 Friction Foamer
XV1018 – Low pH Presoak 1018	1:85 - 1:128 for Step 1 Touchless 1:256 - 1:640 for Step 2 Friction Foamer
XV1149 – High pH Presoak 1149	1:47 - 1:57 for Step 2 Touchless 1:47 - 1:100 for One Step Touchless Cleaning
XV2159 – Debugger 2159	1:34 - 1:43 cool weather 1:73 - 1:128 hot weather
XV3579 – Prep Gun 3579	1:256 - 1:512
XV8891 – XV Foam Detergent 8891	1:100 - 1:640

Products	Suggested Usage Ratio
XV3579 - Prep Gun 3579	1:256 - 1:512
XV8891 – XV Foam Detergent 8891	1:100 - 1:640
XV400B – Triple Foam Blue	1:128 - 1:256
XV400R – Triple Foam Red	1:128 - 1:256
XV400G – Triple Foam Green	1:128 - 1:256
XV5335 - Clear Coat 5335	1:1024 - 1:2560
XV6309 – All Surface Protectant 6309	1:85 - 1:197
XV7007 - Drying Agent 7007	1:1024 - 1:2560

Tire Dressing	Greer
EXT304 Panther Shine Water based tire dressing, very thin viscosity, non greasy finish.	Yes
EXT300 Blue Ice-Online Neutral pH, water based silicone surface dressing that can be used on tires, trims, bumpers, and vinyl. Contains no volatile solvents.	No
<b>EXT295 Tire Shine 5</b> Solvent based tire protectant for all rubber tires and vinyl surfaces. Restores the appearance of tires, dashboards, vinyl, leather seats, bumpers.	No



	Rinse.	Rec	aim.	Reuse.
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The environmentally friendly product line from Ver-tech – "XV" in 15 gallon containers. The XV line has every type of product for any tunnel or in-bay automatic car wash.

#### KEY FEATURES INCLUDE:

- XV products are reclaim compatible
- XV products rinse better than traditional detergents
- XV products are green
- XV cleaning products contain no HF and no solvents
- XV products save space
- XV products save on shipping costs
- XV products are more easily handled by employees
- XV products use result in cleaner reclaim water with additional detergency.



Self-Serve Products	Green	Reclaim Compatible
EXT500 Cherry Pink Foam Brush – Pink Foam Brush Detergent	Yes	No
EXT505 Cherry Foam Brush – White Foam Brush Detergent	Yes	No
EXT374 4-4-1 Multipurpose Foam Brush Detergent	Yes	No
EXT520 Presoak and Bug Remover	Yes	No
EXT510 Brite Auto High Pressure Foaming Detergent – Neutral pH Foam Detergent	Yes	No
EXT515 Tire and Wheel Cleaner		Yes
EXT144 Brite Auto Gleam		Yes
EXT416 Brite Auto Lemon Spray Shine – Sealer Wax	Yes	Yes
EXT415 Brite Auto Cherry Spray Shine – Sealer Wax	Yes	Yes
EXT156 Brite Auto Foamy Lemon Clear Coat – Foam Wax	Yes	Yes



## Reclaim Compatibility

Dirty cars and noxious odors could be indicators that your carwash chemicals (soaps, waxes, and extra service specialty products) are out of balance or the wrong choices altogether for your reclaim system.

When non-reclaim compatible detergents mix with the wax products in the reclain system they react together forming insoluble residues.

The growing insoluble residues make it difficult for the good bacteria in your system to work. The most noticeable result is a noxious "rotten egg" odor.

from occurring in your car wash. Even if the car wash has been using non-reclaim products, simply switching over your car wash product line to Ver-tech Labs chemicals will correct the problems and eliminate the odors within days.



Reclaim system water using chemical products that are not reclaim compatible.



reclaim system water using reclaim compatible products.

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## Additional Products

#### **EXT705 All Purpose Cleaner**

All Purpose Cleaner was formulated to clean floors of dirt, grime and grease. All Purpose Cleaner can be used to clean a variety of surfaces included stainless steel, glass, laminate countertops and more. Pleasant smelling and easy to use – this versatile cleaner is particularly well suited for C-Store cleaning needs.

#### **EXT430 Vision Wall and Equipment Cleaner**

Safe and effective equipment and car wash wall cleaner. Cleans walls, stainless steel, aluminum, glass, cloth and plastic. Does not remove the sheen or etch the car wash walls. Recommended for Extrutech walls. Eliminates odors and algae.

#### **EXT805 Powder Laundry Detergent**

EXT805 Powdered Laundry Detergent is a powerful, concentrated, low sudsing detergent for use in commercial and institutional laundries. It removes tough soils and keeps them in suspension for easy rinsing. EXT805 Powdered Laundry Detergent cleans, brightens and freshens all types of fabrics.

#### **EXT825 Liquid Laundry Detergent**

Concentrated laundry detergent that combines a blend of powerful surfactants and whitening agents. EXT825 Liquid Laundry Detergent works excellent in all water temperatures.

#### **EXT170 Concentrated Glass Cleaner**

A highly concentrated glass cleaner that is formulated for quick soil penetration. This is a great value with a low cost per application.

#### **EXT315 Blue Thunder**

Multi-purpose interior cleaner. Works on all interior vehicle surfaces targeting dirt and oily stains. Bright cherry scent, safe to use on rubber, glass, vinyl and dashboards

#### **ACE100 Ace 10 Plus**

Ace 10 Plus is a degreaser and all purpose cleaner. Heavy duty, metal safe with a mild scent. Can be used to clean and degrease concrete floors, walls, vehicles, and engines. Can be applied with a pressure washer, brush, or an auto-scrubber.

- Suggested dilution ratio 1:10 -1:20 for degreasing vehicle engines.
- Suggested dilution ratio 1:20 1:50 for concrete and shop floors.
- Suggested dilution ratio 1:10 1:30 for pressure washer applications.
- Suggested dilution ratio 1:5 for tires and machinery.

#### **EXT815 Peel Away** Degreaser

Peel Away is a neutral, citrus scented liquid degreaser. Suitable for all types of degreasing applications in carwash operations.

#### POW150 Powder Keg 150 Floor Cleaner

Powder Keg is a heavy duty floor cleaner. Effectively removes heavy grease and oily deposits quickly.

#### **EXT709 Key20**

Use Key20 to supplement your current chemical's performance under hard water conditions. Key20 may be added directly to product or drawn in separately, consult your VTL representative for optimal usage.

#### **EXT291 Jolt** Detergent Booster

Jolt is an ultra-concentrated, reclaim compatible foam detergent. It can be used to boost foam and detergency levels when combined with current VTL products. It is also a versatile foaming detergent that can be used in friction applications, such as wraps and mitter curtains, as well as a prime choice for waterfall/lava/curtain foamers that are used at the beginning of the wash.

#### **EXT800 Kick-It** Alkaline Booster

Adding Kick-It to your wash operation boosts overall cleaning. Kick-It gives added cleaning power to alkaline detergents during difficult washing conditions.

#### **EXT711 Ver-tints**

Ver-tints come in Sunrise Yellow, Rose Red, Plum Purple, Putting Green and Royal Blue. Ver-tints can be used to create or boost the color of our products. An easy, inexpensive way to create novel customer experience in your car wash.

#### EXT180-189 Ver-scents

Ver-scents heighten the customer experience in your wash. The use of scents can create a positive stimulus of "new" to your customer and encourage repeat business. Ver-scents include: New Car, Cherry, Lemon-Lime, Bubble Gum, Vanilla, Creamsicle, Pina Colada, Drakkar.



# Marketing Signage

Do your customers know about all the extra services you offer?

Signs should be an important piece of your marketing strategy. It is often the most economical and easiest marketing strategy for a car wash. Ver-tech can help you with branded and custom signage. Frequently ordered marketing items include windmaster inserts, banners, interior tunnel lighted signs, custom arch signs, radial arch inserts and traffic cones.



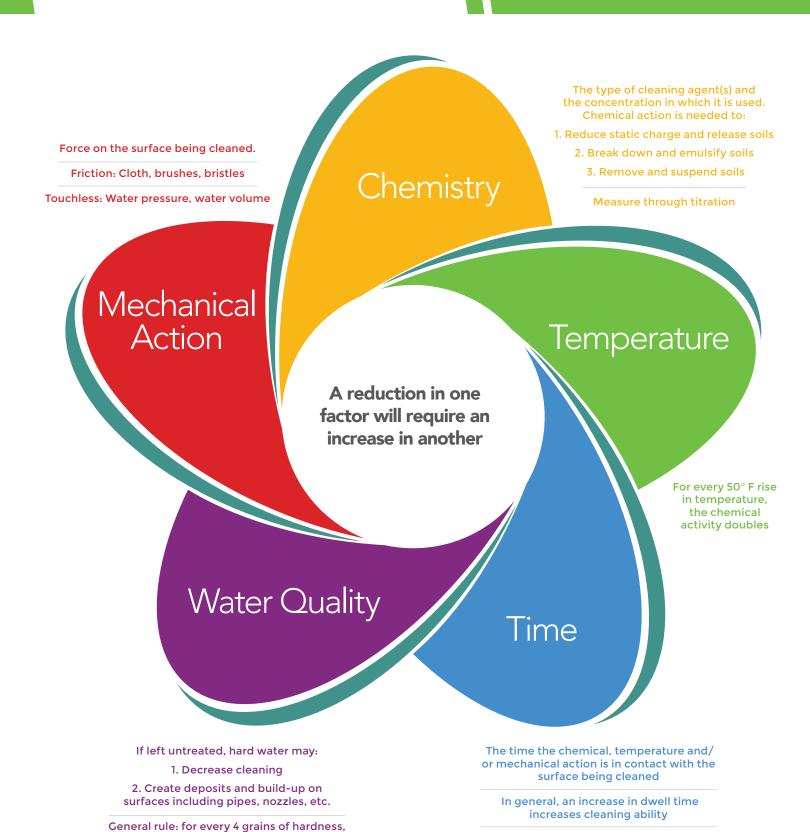
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## Notes

# 5 FACTORS OF CLEANING

you will need 5-10% more product to get the same degree of cleaning





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There may be a point of diminishing return

as soils can redeposit onto the surface





