



SONITRON® BRIEFS

WATERPROOF YOUR BUSINESS

In this issue of Sonitron® Briefs we will look at alternatives which use less water for cleaning.

HOW MUCH WILL IT COST YOU?

Release with Encap

5lt	\$ 34.40
15lt	\$ 75.40
20lt	\$ 99.20
200lt	\$794.00

ZENITH

5lt	\$ 48.50
15lt	\$ 119.90
20lt	\$ 158.00
200lt	\$1346.00

ZENITH SPOT & STAIN REMOVER

Ctn.12 500ml	\$98.00
5lt	\$ 29.70
20lt	\$ 89.10
200lt	\$712.80

All prices plus gst
 Buy 100lt Sonitron Chemicals and receive 10% discount or a free drum, 200lt receive 15% discount or 2 free drums of chemical.



← Cimex available in 2 sizes 38cm & 48cm



Zenith is the ideal Product to use with the Cimex, Orbis or Chariot range of Encapsulation Machines.



Orbis available in various models Orbis Duo with tank is a multi purpose machine suitable for use on hard surfaces, bonnet & encapsulation cleaning



Windsor Chariot range wide area vacuum cleaner and wide area encapsulation equipment



If you always use a spotting machine when called to a stain removal job both water and time are saved.

THE PESTO 3 is a very handy spotting machine. It comes with the option of a trolley attachment for ease of use. Call us on 07 3266 9966 for further details.



Release with Encap and Zenith Encap Products available in 5lt, 15lt, 20lt, and 200lt, pack sizes.



Zenith Encap Spotter for Carpets & Upholstery



Carpet Bonnets for use with Release with Encap



Windsor Versamatic & Sensor HEPA filter vacuum cleaners

All products shown in this issue of Sonitron® Briefs are available from Sonitron®. To find out more phone 07 3266 9966 fax 07 3266 1133 or e-mail sonitron@sonitron.com.au

See page 2 for more on the water story

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Where has all the water gone?

Some parts of Australia have recently had heavy rain and floods. What will be the value of this to our current water problems? We will have to wait and see. Recently we have been fortunate enough to have a trip from Sydney to Adelaide on the Indian Pacific, a cruise on the Murray. Some time in Adelaide and a trip on the Overlander to the Garden State of Victoria. We have seen country so dry that one wonders how much of this current lot of rain will really replenish and how much has just run away because the ground would not accept it. Has it been put to good use or has it all been wasted? This is a question we might well ask.

We are told that Australians per capita are the biggest users of water in the world. Do we really need the 3 showers a day the English accuse us of having? Seriously there are many factors which could be to blame for the current situation we have in Australia of not managing our water very well. The answer changes depending on who you talk to. The one thing we are all learning is that Australia's water is a very valuable commodity and one we must look after.

Living on the Sunshine Coast of Queensland which has adequate water at present and having our business in Brisbane where the main problem is no rain in the catchment areas to fill the dams, we had no idea the situation was as bad as we saw in the South. The scenes in the south such as some of the palm trees which were a feature of Beach Road in Port Melbourne dead, many of the wheat fields of Western New South Wales, South Australia, and Victoria absolute denuded, has been a very big shock. As a nation and a part of the nation we all have to manage our water better.

It becomes evident that as an industry which uses quite a lot of water, cleaning could face problems if our water supplies are not replenished shortly. Problems the industry will have to face and work with. As manufacturers along with other manufacturers, we have had to look at all areas of our manufacturing operation to see where we can save water.

The cleaning industry if it is not doing so will have to do the same thing, and put in place systems to clean efficiently with less water. Already we have clients telling us their customers are asking how much water will you use to do the job, and in some instances they have been asked to supply their own water. It has been reported that cleaners in some states, now have to get Exemption Request Forms from the local government instrumentality in their area. (whether the recent rains have improved the situation we will have to wait and see) There is no point in saying it will not affect us, as things have to be cleaned. They will have to be cleaned but the jobs will ultimately go to those who prove they can clean well while caring for Australia's water supplies.

What can you do to ensure your future as our water supplies dwindle even further? We could start by praying for rain and follow up rain. All of us hope that rain in immense quantities where it is so badly needed, comes in the near future.

As far as your business goes

1. Check your equipment to ensure it is in good condition, and working efficiently. Blocked nozzles and bad hose connections can all cause inefficient use of water.
2. Always Pre-Vac to ensure the wet cleaning phase can be done as fast as possible.
3. Look to alternative methods such as encapsulation which are more water efficient, and use these if they suit the job.
4. If your cleaning plant already has various types of equipment e.g. truck mounts, electric machines, encapsulation machines, bonnet machines use the equipment best suited to the job. For instance if you are cleaning a small area there may be no point in using the truck mount if one of your more water efficient machines will do a satisfactory job. Maybe you could use a small spotting machine if called to a spotting job instead of firing up your big machine. If you do not have any alternative equipment look at getting some, it will not cost the earth and may save your business.
5. Perhaps you can install a water tank to catch the water when it rains and use this water for your cleaning.
6. Use the fact that your business takes very seriously the problem of Australia's water shortage and treats water as a very precious commodity to promote your business.

Installation of a water tank might be beneficial for your business

