Featuring Flatwork

- Parking Garage Cleaning
- Choosing a Surface Spinner
- Sealing Broom-Swept Concrete
Concrete Cleaning Products

The Whisper Wash Big Guy Surface Cleaner incorporates the signature balanced and machined spray bar of all Whisper Wash systems with a 28 inch wide surface coverage area to provide a comfortable and highly efficient flat surface cleaner. The Big Guy’s pivoting wheel design and a heavy-duty nylon brush provide for easy navigation through large areas while still containing the pressurized spray. The Platinum Series of Whisper Pro Surface Cleaners separates itself from the competitors and Standard Series Whisper Pro Surface Cleaners by offering:

- One-Piece Unitized Swivel Cartridge
- One-Year Full Coverage Warranty
- 5000 PSI Max Working Pressure
- 212°F Max Working Temperature
- BONUS! This PowerWash.com EXCLUSIVE Bundle Pack also includes a FREE 5 lb. Sample Pack of R-202 Cleaner. This powerful sudsing alkaline powdered detergent is designed to clean heavy grease, oil and scuff marks from unpainted concrete and other alkaline water safe hard surfaces. USDA authorized for use in meat plants. Click Here

R-202 Concrete Cleaner
Cleans heavy grease, oil and scuff marks from unpainted concrete and other alkaline water safe hard surfaces. USDA authorized for use in meat plants. Click Here

DELTA-60™ Concrete Cleaner
You can bring oil-stained concrete back to like-new. It’s easy. And it’s safe. Just spray on and pressure wash off. Watch years of deep stains disappear! It restores drive-thru and entrance pads to look like new! Click Here

Oil Absorbing Filters
- absorbs petroleum based fluids such as diesel fuel, engine oil, gasoline and transmission fluids but repels water.
- Made with a double skin, this boom won’t tear or shed its filler. Absorbs up to 20 times its own weight in oil
- Strong skin
- Light weight
- Squeeze them out for repeated use.

Wash Pit Sump Pump
An extremely cost effective method for collecting your wash water before it enters the waters of the state.
- 7” diameter
- 115 volt
- 5 amps
- 8 ft cord
- garden hose discharge
- sump wash pit to 1/8 inch.

Portable Sand Dam-6ft.x6in.
Fill it with water to form a stable dam that will channel water to a portable vacuum system.

 Drain Cover
4’6” x 4’6” 18 oz vinyl-coated polyester material, water or sand fillable

Steel Eagle Surface Cleaners
- Height Adjustable Housing
- High Quality Swivel
- Splash Protection
- If the surface cleaner is not in use, the fork support prevents the fork from coming into contact with the floor.
- Nozzles: 2x 1503 (15-Degree Size 3)
- Max Pressure: 5000 PSI
- Max Temperature: 250 F

Mosmatic 21” Surface Cleaner with Recycling
- Height Adjustable Housing
- High Quality Swivel
- Splash Protection
- If the surface cleaner is not in use, the fork support prevents the fork from coming into contact with the floor.
- Nozzles: 2x 1503 (15-Degree Size 3)
- Max Pressure: 5000 PSI
- Max Temperature: 250 F

Specify GPM, and Pressure when ordering

Whisper Pro Big Guy Platinum Series Surface Cleaner with FREE! Cleaner Pack
The Whisper Wash Big Guy Surface Cleaner incorporates the signature balanced and machined spray bar of all Whisper Wash systems with a 28 inch wide surface coverage area to provide a comfortable and highly efficient flat surface cleaner. The Big Guy’s pivoting wheel design and a heavy-duty nylon brush provide for easy navigation through large areas while still containing the pressurized spray. The Platinum Series of Whisper Pro Surface Cleaners separates itself from the competitors and Standard Series Whisper Pro Surface Cleaners by offering:

- One-Piece Unitized Swivel Cartridge
- One-Year Full Coverage Warranty
- 5000 PSI Max Working Pressure
- 212°F Max Working Temperature
- BONUS! This PowerWash.com EXCLUSIVE Bundle Pack also includes a FREE 5 lb. Sample Pack of R-202 Cleaner. This powerful sudsing alkaline powdered detergent is designed to clean heavy grease, oil and scuff marks from unpainted concrete and other alkaline water safe hard surfaces. USDA authorized for use in meat plants.

Big Guy Surface Cleaner Specifications:
- 2” Nylon Brush
- One 4” Caster
- Two (2) 10” Pneumatic Tires
- Oversized, self-lubricating twin thrust bearings
- 2000-5000 PSI Pressure Range
- Max Temperature: 212°F
- Max Flow: 4-10 GPM
- Housing Size: 28”
- Two (2) 25-Degree Size 2 Spray Tips

Click Here

Clearly Clean
An aggressive concrete cleaner that penetrates and lifts heavy deposits of motor oil, restaurant grease, ground in dirt in high traffic areas. Works great on loading docks, sidewalks, dumpster pads, drive thru, parking lots/ spaces & many other areas.

Click Here

R-202 Concrete Cleaner
Cleans heavy grease, oil and scuff marks from unpainted concrete and other alkaline water safe hard surfaces. USDA authorized for use in meat plants. Click Here

Click Here

DELTA-60™ Concrete Cleaner
You can bring oil-stained concrete back to like-new. It’s easy. And it’s safe. Just spray on and pressure wash off. Watch years of deep stains disappear! It restores drive-thru and entrance pads to look like new! Click Here

Click Here

Oil Absorbing Filters
- absorbs petroleum based fluids such as diesel fuel, engine oil, gasoline and transmission fluids but repels water.
- Made with a double skin, this boom won’t tear or shed its filler. Absorbs up to 20 times its own weight in oil
- Strong skin
- Light weight
- Squeeze them out for repeated use.

Click Here

Wash Pit Sump Pump
An extremely cost effective method for collecting your wash water before it enters the waters of the state.
- 7” diameter
- 115 volt
- 5 amps
- 8 ft cord
- garden hose discharge
- sump wash pit to 1/8 inch.

Click Here

Portable Sand Dam-6ft.x6in.
Fill it with water to form a stable dam that will channel water to a portable vacuum system.

Click Here

Portable Dam System with Handles
Fill it with water to form a stable dam that will channel water to a portable vacuum system.

Click Here

 Drain Cover
4’6” x 4’6” 18 oz vinyl-coated polyester material, water or sand fillable

Click Here
IN THIS ISSUE:

THE FLATWORK ISSUE
5 Parking Garage Cleaning, by Scott Stone, A Mind for Detail

8 Selecting the Right Surface Spinner: Guidance from Steel Eagle GM Carl Harry

13 Sealing Broom-Swept Concrete, by David Phillips, Southern Stain & Seal

23 Dumpster Pad Cleaning, by Carlos Gonzalez, New Look Power Wash

ADDITIONAL FEATURES
18 Strive to Exceed Breakeven, Part 2, by Tom Grandy, Grandy & Associates

20 The Personal Touch Will Never by Replaced, by Rick Meehan, Marko Janitorial Supplies

26 “Women’s Work:” Tina Porter, Sea to Summit Pressure Washing & Window Cleaning

28 Pressure Washing for Commercial Properties: Reducing Business Liability

COVER PHOTO
Courtesy of Carlos Gonzalez, New Look Power Wash, Calif.
Armstrong Wood Stains are available in twelve attractive colors

Long Lasting, Easy to Apply
and a Breeze to Maintain

For FREE sample cans,
call or email us now at info@armclark.com

Manufacturers of VOC-Compliant, Oil-Based Wood Finishes Since 1989

(800) 916-8211 • www.armclark.com
There are many people that want to make parking garage cleaning sound like one of the most difficult aspects of the pressure washing industry. This is just not the case! In fact, there are so many parts of parking garages that easily translate over from nearly other type of pressure washing. The biggest challenge many contractors face is making sure that they have the manpower and the equipment to perform the work that is needed.

**MANPOWER:** Depending on the garage and what the specifications are, I usually plan on one man for 40,000 sq. ft. Because of my customer needs, I am not able to shut down a garage so that it is completed in one day. I have to work a live garage, and work at times that the traffic is minimal. This means that you have to be careful in the scheduling of the work to provide for the safety of your employees.

Again, when I schedule a parking garage, I will typically plan for one employee for each 40,000 square feet I want done in a night of work. That footage includes ceilings, walls and stairwells. I have been known to complete a 150,000-square-foot garage by myself – and it can be done – but it is a very long week and you need a very understanding customer for them to be willing to allow you to do that. For what it is worth, a 150,000-square-foot garage can often approach 400,000 square feet when you start including coffered ceilings in a square foot price, or walls and stairwells.

**EQUIPMENT:** As a professional contractor knows, there are many varying opinions on the use and techniques of cleaning a parking garage. There are some contractors that are of the extreme heat opinion. Some think that a fire hose is the best way to clean out a parking garage. Others use a combination of those methods.

For the typical pressure washing contractor, using equipment he already possesses – a
standard 5.5 to 8 GPM machine at 3000 to 3500 PSI – is perfectly adequate, and with the correct chemicals, will accomplish all that is needed in the garage cleaning industry in order to satisfy a customer. Of course, because of the things that are found in parking garages there are some filtration requirements of the wastewater stream.

When you are filtering the wastewater, one of the largest concerns of most municipalities that I have found are undissolved solids or particulates. The biggest reason they have this concern is because they don’t want mud and silt settling and plugging the wastewater lines. Any chemicals, oils, or other dissolved solids are easily filtered out using the sanitary sewer system. Many of the same things that we have to deal with in a parking garage are found in nature, and are predisposed to be processed easily to purify the water and clean any potential contaminated soil.

Please do not make the mistake of thinking that just because something can be processed naturally in a leach field that it is okay to dump your waste in an adjacent lot. That is not the case and you can be fined significantly if it is discovered that you are doing that.

What can be done is to run your wash water through separation tanks to filter out the solids, dispose of the wastewater through the sanitary sewer – in accordance with your local wastewater guidelines – then take the solids that are separated out and put them in a dewatering basin to air dry. Once the solids are dry, it is typically perfectly acceptable to dispose of them in a sanitary landfill. This is also a very easy and inexpensive way to comply with environmental guidelines and perform the work that you are contracted to do.

All of this is moot if the parking garage has a separator in the basement. This means that the owners understand the importance of environmental compliance and are ending the waste stream in their garage. Sometimes the owners will not permit you to use their separator because of a poor location, but this is rare.

WHAT TO LOOK FOR: There are some “gotcha” items to look for in parking garages. These are little things that can significantly affect the outcome of the cleaning of the garage and your own profitability. I will be the first to admit that I have not made a profit on every garage I have ever done. I do make a decent profit on the vast majority and understand what I need to do in order to clean a garage in a sustainable – and profitable – manner.

The first thing I look for when cleaning a garage is a water source. Sometimes the customer does not want to supply water for cleaning the parking garage, so you might need...
to find an adjacent hydrant and get a permit to use that water. This might involve a backflow prevention device and arranging the installation of the correct equipment. A backflow device, or BFD, for a hydrant can usually be rented from a local construction supplier if the municipality requires it.

When I am in the garage, I look up to see what is on the ceiling. Often there are things that are difficult to clean up there. In some areas, it is a game for people to put their show prints on the ceiling, or the vertical portion of the coffered ceilings. This drives me nuts and is a little difficult to clean if you are responsible for cleaning the ceilings along with the rest of the garage.

Other things to look for on the ceiling of a garage are plumbing, fire sprinklers, or wiring. All of these things can be a potential challenge to a garage cleaner, requiring some understanding between you and your customers’ expectations. Do they expect them to be rinsed, hand scrubbed, or wiped down? Is there a problem with water seepage in the conduit of the electrical systems? All these little things can lead to sleepless nights.

How about posts and pillars? Are there any? Are there a lot? Are they so close that you are going to have to fight your hoses around them? Are they painted so that they are easier to clean?

On the floor, what is the condition? Is it dusty enough that it needs to be swept? Did you take a broom on your inspection to see how dust covered the floor really is? I would. Is the gum a typical amount for an area, or is it excessive? Are the oil residues minimal, or horrible? What other kinds of stains are there on the floor? Maybe rust stains for overheated cars, or urine or vomit stains from inebriated patrons of the adjacent bars?

How about the walls? Is the garage an underground garage where you might need to potentially have fans to supply fresh air for your machines or you? Are the sides of the garages open to fresh air?

There are a lot of things to consider in each and every parking garage. It all depends on what you have for equipment and what your customer expects. You do need to remember that when you are bidding a garage, you need to observe the garage. Actually look in the corners to see how dirty it really is, and note any obstructions that might be in the way.

Techniques are techniques that have been used for years in every other aspect of the pressure washing industry. Whether it be the environmentally correct chemicals to remove oil stains, scrubbing the stains to make it more effective for the chemicals to emulsify the oils, or doing a lot of work by hand so that you really can clean every corner of the garage.

Scott Stone is the owner of A Mind for Detail (AMFD) in Mesa, Arizona. He has been pressure washing for over 20 years, specializing in parking garages and bus stops. At one time, AMFD was washing around 50 parking garages per year. Scott was featured on the cover of our February 2012 issue after being awarded a multi-million dollar contract. Visit www.eCleanMag.com/past-issues to learn more, or visit Scott’s website at www.AMindforDetail.com.