Knowing Your Opportunities

A COMPLETE GUIDE FOR RESIDENTIAL AND COMMERCIAL POWER WASHING

If YOU can stand the PRESSURE...

BECAUSE IT WORKS.

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EaCo Chem, Inc. is a leader in developing a new wave of highly profitable and powerful brushless cleaning solutions for the masonry, construction and transportation industries. Our focus on brushless products helps contractors maximize profits, reduce liability costs and increase productivity.

EaCo Chem’s products are among the best available and include new masonry detergents, restoration agents, paint strippers, house and deck cleaners, truckwashing soaps and a variety of specialty products.

EaCo Chem’s roots go back to 1987 when the former East Coast Cleaning Supplies was founded by owner and operator Lynn Peden. In 1997, Peden and business partner Deborah Spik opened The Soap Plant, Inc., which manufactured and distributed all of East Coast Cleaning Company’s products. In 1999, with an eye toward national expansion, East Coast Cleaning Company’s name was changed to EaCo Chem, Inc.

Today, EaCo Chem and The Soap Plant are located on 11 acres in New Castle, PA, approximately 45 miles north of Pittsburgh.

The purpose of this guide is to present opportunities to contractors whether you concentrate on soft washing or have a limited project-based pressure wash business, this guide can expand your business. The success stories presented provide examples of how exceptional proprietary products can expand your current project and customer base while incorporating your equipment and business experience. Many of the success stories presented were accomplished by contractors who saw opportunities they were missing due to both limited experience and knowledge of proprietary products and how they work.

EaCo Chem’s products provide a safe and better alternative when maintenance, deep cleaning and/or restoration is required. Bleach based soft washing as your cleaning solution may at first appear to be very economical, but using bleach only limits what type of projects you can bid on as well as the cost you can quote to complete the project. Using only bleach may look very economical at first but when you incorporate the project limitation and potential for harm to the substrate, applicator, and the environment the cost of using bleach becomes prohibitive.

This guide will focus on products that can expand your business using products that fall under the following categories:

- All purpose cleaning solutions such as: Cleansol BC and HD Britenol
- Restoration products such as: OneRestore and Heritage Restorer, GSR
- Specialty cleaning products such as: Hot Stain Remover, C-Tar Melt, InStrip, LCS

Follow the table of contents or just browse this guide to find ideas and details about how to use these products.

EaCo Chem’s products are available throughout the United States and Canada through our distribution network. EaCo Chem’s professional customer support is available to assist you through your first use as well as any questions or concerns that may occur. So get ready to expand your business by knowing and understanding your opportunities and using chemicals geared for the professional cleaner, YOU!

Disclaimer: The information herein is given in good faith, but no warranty either expressed or implied, is made. Final determination of the suitability of any material is the sole responsibility of the user. All materials may present unknown hazards and should be used with caution. Although certain hazards are described herein we cannot guarantee these are the only hazards which exist.
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Cleaning challenges that involve difficult soil removal, deposit removal, and deep stains in porous materials require a cleaning product that is more than a topical and temporary solution which is what a bleach wash provides.

Bleach (also known as sodium hypochlorite) is widely used by contractors as a general-purpose cleaner. Bleach, which is sodium hypochlorite, is purchased by contractors at 12.5%. Also known as pool chlorine. Bleach is a successful topical cleaner for non-porous substrates. When a porous substrate is the surface, bleach will not provide a long-lasting deep pore clean. If a porous surface is cleaned with bleach the downside is two fold:

1. Since bleach/sodium hypochlorite is not a deep pore cleaner, the stain within the pores has the ability to rise to the surface potentially causing the reappearance of the stain.
2. Depending on the surface, bleach can corrode, oxidize, dull color, etch, and destroy plants and surrounding surfaces.

**Bleach - A corrosive oxidizing disinfectant and bleaching agent.**

**DOWNSIDE OF BLEACHING**

**Odor**
Homeowners complain of the odor.

**Environmental**
Not friendly to the environment, plants, siding, gutters, glass, painted surfaces, and is corrosive to metals.

**Bleach is not long lasting**
Surface will not remain clean, on average for more than one year.

**Surface clean only**
Bleach is a topical disinfectant and cleans only the surface. The product will not remove deep stains.

**BEYOND BLEACH**

**CLEANSOL BC**

**VINYL SIDING**

The results from this house being cleaned first with a bleach solution left the siding color dull. High pressure washing was then tried but it just made it worse by adding wand marks. Cleansol BC was finally applied, diluted 50:1, with just two quick applications using a wide-angle nozzle then a rinse, the color was back and chalkiness gone!
Bleach Cleaning

- Has a shelf life.
- Does not provide a long-term residual clean.
- Bleach is a topical disinfectant not a deep pore cleaner.
- Must be stored in temperatures not to exceed 100 degrees Fahrenheit.
- Can etch or leave deposits on glass.
- Has the ability to leave a chalk like film or oxidization on painted surfaces.

EaCo Chem Proprietary Cleaners (when used as directed)

- Provide a longer residual deep pore clean.
- Will not damage the surface.
- Can reverse oxidization and reveal the original look while providing a shine.
- Most of EaCo Chem’s proprietary cleaners are concentrated and are effective up to 50 parts water to 1 part chemistry. Dilution rates depends on the surface and severity of the staining.
- All EaCo Chem’s products are brushless, no brushing required.
- EaCo Chem’s products are biodegradable.
- Safe for most surrounding surfaces as the products do not kill a root system. Safe for the end user as hazardous suits and respirators are not required.
This brick chimney was plagued with severe rust stains. OneRestore removed the rust with two applications, a 5 minute dwell between, and a pressure rinse.

This brick chimney had efflorescence. NMD 80 cut 4:1 removed it with two applications. The applications were applied wet on wet without rinsing in between using a 5 minute dwell for each application. This was followed by a pressure wash rinse.

MasterPro Services from Bend, OR used Cleansol BC to remove construction debris caused by cutting concrete from fiber cement panels that were painted with flat or low-sheen paint. Cleansol BC removed the debris without affecting the surface and revealing the intended color.
This homeowner’s deck was aging and becoming dull from years of environmental exposure. As you can see OneRestore will restore wood and bring back the original vibrant color. OneRestore was applied using a pump sprayer and rinsed with a garden hose.

The most remarkable attribute of HD Britenol was being able to restore the wood to new while not causing any damage to the surrounding plants or surfaces. For removing the environmental stain, two applications of HD Britenol was used with a low pressure rinse with a wide fan nozzle to avoid damaging the wood.

To bring this wood deck back to life, LCS was used at 10:1 dilution. LCS cleaned the deck and prepared it for the sealer to be applied.

This sealed deck needed the sealer removed. AcrylicStrip was chosen as the appropriate choice after testing was completed. The end result prepped the surface for the deck to be restained.
Vaseline was used to keep raccoons from climbing this aluminum downspouts. Black stains appeared over time on the coating. C-Tar Melt was used to restore the downspout to like new appearance.

The paint on the shutters oxidized and ran onto the siding. Two applications of HD Britenol were used at 20:1 with a low pressure rinse to remove the oxidized paint run.

Many home owners don’t realize the affect oxidation has on vinyl until it’s cleaned. The best way to achieve this type of clean is with Cleansol BC. Cleansol BC removed the oxidation and restored these shutters.
Green and black stains are not an issue for HD Britenol on vinyl. HD Britenol is an acidic based concentrate that is a versatile for many surfaces. In this picture you can see that HD Britenol removed and brightened the vinyl fence.

Trees caused environmental staining on this vinyl fence. Two applications of HD Britenol were used at a 30:1 dilution with a 4 minute dwell time after each.

Untreated wood fencing turned to a dull gray appearance over time. To restore the wood fence to its original appearance, two applications of HD Britenol were used, cut 4:1, allowed to dwell for 5 to 10 minutes, then rinsed with a pressure washer.
Due to the sensitive nature of bluestone, care must be taken when cleaning with chemicals. For this reason, Hot Stain Remover was used to remove the heavy food grease from this walkway.

This two week old concrete was stained heavily by the irrigation system which was fed by iron rich well water. Severe rust stains were easily removed using one application of OneRestore followed by a pressure wash rinse.

Years of tire marks and environmental staining left this driveway less than appealing. OneRestore removed the black stains from this concrete driveway.

Since scrubbing and high pressure can change the color of the pavers, HD Britenol was used to remove the rust stains without shade shifting the colors. This was achieved with a diluted application at low pressure, allowed to dwell, and followed by a low pressure rinse before drying.
These sidewalks near a newly built home were stained by rusty well water. The filter system couldn’t keep up with the amount of water used for the new sod. A double application of OneRestore was spaced 3-5 minutes apart without rinsing in between.

Heritage Restorer is an excellent choice when it comes to removing years of built-up black stains on old clay pavers. For tough stains like this, a double application is needed with a dwell time of 8-10 minutes. The clean was completed by using a pressure wash rinse.

The severity of this black stain showed the amount of neglect on this flagstone walkway. OneRestore was the best option at removing this heavy stain.

OneRestore is safe on many surfaces, including travertine. This black stain was eliminated with the use of OneRestore.
In one fell swoop, Cleansol BC took care of the black stains on the gutters, fascia, and soffit on this home.

Gutter tiger stripes are stains that every house encounter. Many times they prove difficult to remove. With Cleansol BC at 4:1, two applications back to back with a pressured rinse solved the tiger stripe issue.

In addition to tiger stripes, Cleansol BC removed the abundance of algae growth when used in the same fashion.

This soffit was covered with black stains. A double application of HD Britenol was used at 30:1 dilution along with a low pressure rinse to complete the stain removal.
When cleaning asphalt shingles, you cannot use pressure or a chemical that can damage the shingle. A double application of Cleansol BC was used at 20:1 with a 5 minute dwell, then lightly rinsed.

Roof Kleen of Manchester, TN used Cleansol BC to remove the oxidation from this coated metal roof. This product is an all purpose product that has many uses. It’s used as a brushless cleaner which enables oxidation removal leaving that enhanced clean look.

Grimebusters out of Dayton, OH used HD Britenol, at 10:1 dilution, to clean and brighten this slate roof.

This terra cotta roof suffered from black environmental staining. The solution was two applications of OneRestore with a 3-5 minute dwell time between each application and a thorough rinse after.
Grime Fighters in Michigan used HD Britenol to clean this cedar-sided house restoring the cedar back to its original color; something bleach couldn't do. HD Britenol cleans the wood without turning it black or raising the grain. This product will also allow the wood to stay clean longer than other cleaning options.

Benchmark Pressure Washing in Concord, NC used Cleansol BC to successfully remove paint oxide from this painted fiber cement siding. This product brought the color back to its original look.

Guardian Softwash from Saint Pauls, NC chose OneRestore to remove the paint oxidation from blue painted fiber cement shake siding. The process was quick and easy.

Anywhere the sun shines, vinyl siding colors can fade due to sun bleaching. UV rays fade the dye in the vinyl. Instead of a house wash mix with more bleach, use Cleansol BC. Cleansol BC is an all-purpose alkaline cleaner with a mild citrus smell. Apply two quick applications, rinse once and you’re done.

The picture shows black environmental stains being removed by HD Britenol. This product is effective at high dilutions. This becomes an easy and cost effective way to remove stains like these.
This black soot stain was removed with an application of HD Britenol. It was allowed to dwell on the surface for 3-5 minutes and rinsed with low pressure using a garden hose. The stain was removed without agitation and without taking a pressure washer up on the roof.

Irrigation water created rust stains on this stucco wall. A bleach mixture and a house wash product were tried initially and failed. OneRestore was tested with a 5 minute dwell time. A low-pressure rinse prevented potential damage to the stucco. This process removed the stain completely.

The painted, sand-faced stucco on this residential home suffered from chalky deposits caused by sun bleaching. One of the benefits of Cleansol BC is the ability to remove this chalkiness. Another benefit - it’s brushless! With a low pressure water rinse, the sand-face was kept intact since no brushing was needed. For this project, two applications of Cleansol BC was used at 40:1 dilution with a single pressure rinse at the end.
This brick house had been neglected for years and had a build up of black environmental staining. OneRestore Gel was used for its prolonged dwell ability. The bright red brick was brought back to life.

In restoring this house, they were faced with a major task. When the siding was removed, it revealed painted brick beneath. InStrip was chosen for this job because it allowed longer dwell times to remove the multiple layers of paint. InStrip was chosen because it allows extended dwell time. The product can remain on the surface overnight. This process allows for multiple layers to be removed.

Due to the uneven surface and porosity of the vertical score brick, they often present a challenge when restoring. OneRestore was the perfect choice for removing the environmental stains on the house.
Hot Stain Remover is a versatile industrial strength cleaner. In this example it removed the smoke residue left behind from a fire. It can also be used for food oil stains as well as motor oil stains on concrete.

These are the same set of steps. First view is the project that was ‘tuck pointed' using a terrible technique. The second view had the excess mortar removed using several applications of NMD 80, cut 4:1.

HD Britenol and Cleansol BC were used in conjunction on this rubber membrane roof. The environmental buildup was heavy but the two step process cleaned the growth and brightened the roof covering.
Removing hard water deposits from masonry can be a difficult task. HD Britenol is an excellent option for these kinds of stains. It is safe and effective for multiple surfaces. When choosing a product for cleaning these types of stains, HD Britenol should be considered.

The irrigation system left hard water stains on these windows. OneRestore was the safe and best choice to remove the stains.

Heritage Restorer works better than OneRestore on water stains. Here, Heritage Restorer was used to remove the heavy black stains caused by water runoff.

Hard water deposits were left behind by the A/C unit draining. OneRestore was used to remove the deposit with two applications and a low pressure rinse.
Clay stains on new construction masonry are a constant problem in the South. Using OneRestore makes light work of these stains.

Complete Mobile Pressure Washing used OneRestore to remove the heavy clay stains from this residential brick in Canton, GA.

Stubborn stains like red clay are difficult to remove once they are baked on by the sun. OneRestore is the right choice to remove these stains from masonry surfaces.

Cleansol BC is one of our most versatile cleaners that’s safe on almost every substrate. Diluted 4:1 with a total dwell time of 7 minutes worked wonders removing clay stains on this vinyl siding.
NMD 80 was used for the post-construction clean-up on the addition to the East Carolina Heart Institute. This product was chosen because of the multiple substrates and the process was easier using the spray on/spray off method. Being able to clean all of the substrates without masking any, including the glass, saved a lot of time and labor.

Arizona State University’s W.P. Carey School of Business was initially cleaned using a competitor’s product that resulted in an unsatisfactory clean. The initial clean left a haze. A test was performed and NMD 80 removed the area with the residual haze as well as providing a successful method for the post-construction clean-up.

MIT’s Stata Amphitheater Center is of note due to all of the various angles which, though visually interesting, provided a challenge when removing the mortar smears and excess droppings that clung to many of the angled surfaces. This remarkable structure was cleaned without affecting the mortar joints or the angled surfaces.
This brick public school in Harmony, PA was covered in a thick white milk paint. The local historic society decided it was time to restore the brick structure to its original appearance. Layers of paint were successfully removed with Stripper Cream without damaging the age-brittle surface of the brick.

At the Mall of America in Bloomington, MN, OneRestore removed excessive paint wash running off of the EIFS on to the brick. All of the EIFS was cleaned using our products and we've been repeatedly told that our system is unbeatable on this substrate.

The Helmsley Medical Tower in New York City was slated for restoration. Since OneRestore could be used on brick and glass, this project resulted in the need for only one contract which saved the property owners $70,000 otherwise requiring two contracts; one to clean the brick and one to clean the windows.
The concrete pad around this waste disposal area was covered with heavy food grease stains. Hot Stain Remover was the best option for completely removing the severe grease stains on the concrete.

When concrete is stained with rust as severely as this loading area, GSR has no problem removing it. A double application, diluted 10:1, spaced 3-5 minutes apart worked great for this project.

This statue has weathered over the years causing rust and metal oxide to run onto its concrete base leaving unsightly stains. Heritage Restorer was used with two back-to-back applications and a pressure rinse.

Concrete blocks are sometimes difficult to clean. In this case, soap, dirt, and environmental staining clung to this split faced block. The surface of split faced block is uneven and can prove to be difficult to clean. Using OneRestore with two back-to-back applications and the appropriate dwell time made this job a breeze.
This dry stack wall had white deposit issues. They first used White Scum Presoak to pretreat the area. They followed the presoak with two applications of NMD 80 at 4:1 to remove the deposit and blend the surface color.

Paver haze is caused by brushing polymeric sand into the joints and having the excess dry on the surface. To remove this stain effectively, apply NMD 80, cut 4:1.

Note: The polymeric sand will need to be reapplied to the joints once the surface has dried.

These concrete pavers were stained with clay. OneRestore was used to return the concrete pavers to their natural state.
The contractor for the Caldwell County Courthouse in Lenoir, NC used Cleansol BC to remove the staining which was an accumulation of carbon deposits from vehicle exhaust and environmental pollution. Diluted Cleansol BC at approximately 10:1 was applied twice without rinsing between applications. They then used a low pressure rinse as a final step. This produced a great brushless clean.

When neutralization is necessary, a two step process is used. Diluted HD Britenol was applied initially to break down the heavy black stains and allowed to dwell for approximately 5 minutes. Then, before the HD Britenol dried on the surface, diluted Cleansol BC was applied. A 5 minute dwell followed by a low pressure rinse completed the project. Renew LTD used this process to achieve these results at Par-La-Ville in Hamilton, Bermuda.

The before photo shows metal oxide stains under the metal letter. The EIFS panels were cleaned with a spray on/spray off application of OneRestore to remove the metal oxide stains.
American Standard in Ontario, Canada had metal oxide bleed under the signage from wall anchors attached to EIFS panels. OneRestore was used by Revive Power Washing from Ontario to remove the oxide bleed from the anchor bolts.

This stucco hotel in Warwick, Bermuda was cleaned using Cleansol BC and HD Britenol, both at 4:1 dilution using the EC Jet.

This Lexus Dealership was looking a little worse for wear from extreme environmental staining. OneRestore removed the stains quickly and easily.
The BioSphere 2 in Oracle, AZ consists of 6,500 windows which account for thousands of square feet of flat and vertical glass. Extreme desert conditions made the glass panels so encrusted that sunlight was not getting to the plant life inside. OneRestore Glass successfully cleaned the glass panels which allowed the plants to thrive with the renewed sunlight.

The Panasonic Building is a high-end office complex. OneRestore Glass was chosen after many other products had failed. One reason it was the perfect product is the simple spray on and rinse off application.

OneRestore removed the hard water stains on the glass of the IBM building in Dallas, TX.

OneRestore removed the heavy environmental stains on these glass skylights.

Solar Monkey out of Irvine, CA used OneRestore to remove the heavy industrial pollution on the surface of these solar panels. Once these panels were cleaned, the efficiency of the solar panels was restored.
AcrylicStrip, a solvent-based paint stripper, and LCS, a water-based stripper, were both needed on this project due to the multiple types of paint on the surface.

Spray paint graffiti on this painted metal garage door was removed using Graf-Ex. Graf-Ex is a non-hazardous, low odor liquid stripper that’s safe on most substrates.

Stripper Cream was used to remove the graffiti on this limestone. A thick layer of Stripper Cream was applied, then removed after a scratch test was done that revealed the substrate.

The complex chemical make up of this paint required a two step process. Using AcrylicStrip and LCS allowed the paint to be fully removed without leaving any shadow or trace of the paint behind.
All situations are unique. All results are subject to proper testing. For technical information and instructions for any EaCo Chem product, please refer to the Product Data Sheet.

### HOT STAIN REMOVER

Hot Stain Remover can be used in industrial applications, on masonry surfaces, and concrete. It has been proven effective at removing smoke soot, grease, oil, carbon, and many other stains that can occur on a porous vertical or horizontal surface. Hot Stain Remover was used at 10:1 on this project.

### ONERESTORE

Ohio State University has a new scoreboard installed. During the installation process weld splatters left unchecked attached to the aluminum bleachers and steps. This left both oxidation as well as rust on both surfaces. OneRestore was used to remove the rust and the oxidation. Product was sprayed on straight, allowed to dwell on the surface for 5-7 minutes then rinsed with a pressure washer.

The cleaning contractor at the American Hydro building used the recommended Cleansol BC to remove the paint oxide. The results were excellent leaving a shine on the finish which reflected more sunlight. If bleach was used, the finish would be dull, absorbing more sunlight which would reoxidize the finish too quickly.

Advanced Pressure Washing from Greenbay, WI used a single application of Cleansol BC with an 8 gpm machine to remove the diesel smoke soot from the aluminum walls and plastic covered insulation on the ceiling of this diesel engine repair garage.
METAL

HD BRITENOL WITH CLEANSOL BC

This combination can be beneficial for many commercial cleaning scenarios. They can be followed up with one another on high risk jobs to create an instant neutralization upon rinsing. HD Britenol can eliminate stains that are difficult like the rust on this aluminum painted building, however there was some oxidization that Cleansol BC was better suited for which brought the building back to a new like appearance. HD Britenol was used at 2:1 dilution followed by Cleansol BC downstream at 3:1 then power wash rinse.

METAL

HERITAGE RESTORER

PPG Paints Arena in Pittsburgh, PA had several surfaces that had black streaks caused by moisture moving through the metal vents. Both the brick and metal panels had stains that needed to be removed. Heritage Restorer was chosen because it worked on both surfaces and is safe on glass, coated aluminum panels, and brick. Heritage Restorer allowed this building to be cleaned safely and quickly without issues to either the workers or the public while leaving the arena looking like it was just built.

PAINTED METAL

CLEANSOL BC

These painted metal garage doors at a storage facility became oxidized over time. Cleansol BC was used at 30:1 to restore the doors back to the original color. Two quick applications with a pressure rinse was all it took.
For removing paint oxide from painted metal, Cleansol BC is the product to use. The photo shows the various tests that were tried prior to the final clean down of surface. Cleansol BC was chosen because of its superior end results.

C-Tar Melt, used undiluted, easily removed the caulk bleed on this aluminum window frame without doing any damage to the glass.

For technical information and instructions for any EaCo Chem product, please refer to the Product Data Sheet.

Squeegee Professional Window Cleaning removed oxidation and caulk bleed from the glass panels and anodized aluminum frames with OneRestore. Once the process was completed the results were a bright oxidize-free surface.

The bleachers at Six Flags were covered with debris. Two applications of HD Britenol were applied at 50:1 with 5-8 minute dwell times without rinsing between, then pressure wash rinse.
These uncoated stainless steel panels which had exhaust pollution were cleaned using OneRestore. The glass was also cleaned during the process. Approximately 500 gallons of OneRestore was used to clean this project.

Brightview Cleaning from Maryland tried cleaning the modern stainless steel projecting sign and trim of the Ford’s Theatre using polishing compounds, however, those didn’t work without a lot of effort and time. Using a double application of OneRestore provided the results that were just what the customer wanted.

The stainless steel walls of this public pool had a band of rust and environmental stains around its entire circumference. Bleach was initially used but did not provide good results. OneRestore was then selected and delivered these excellent results.
Over time, the effects of the environmental staining were very obvious. The ACM panels became dull and had lost their luster. Cleansol BC was able to restore the finish without affecting the composite material.

Fish Window Cleaning was hired to restore the KCNC TV building in Denver, CO. This building had black caulk bleed on the ACM panels that had developed over the years from exhaust pollution. HD Britenol is a brushless, dilutable product that works on a variety of metal surfaces. This product is applied through a spray application, allowed to dwell on the surface and rinsed. With heavy stains, a second wet on wet application may be necessary.

Detroit Hospital - Need story
OneRestore was used to remove the sealant bleed that had migrated onto the ACM panels.
Merlin’s Restorations in Arlington, VA was tasked with removing the black stains caused by accumulated air and exhaust pollution from the Watergate Hotel. The hotel was built with concrete and metal, including Dow Corning Allguard Silicone Coating. Cleansol BC, diluted 20:1, was used to remove the stains, giving the hotel a renewed look.

The traffic on W. Ottawa St. passes through the center of the Michigan House of Representatives building in Lansing, MI. The resulting stains were removed with a diluted application of HD Britenol, followed by a diluted application of Cleansol BC, then rinsed with a pressure washer.

Imagine scrubbing or holding on to a high pressure wand all day long, cleaning large structures. It would take a lot of time and physical effort. Commercial cleaning contractors prefer the brushless Cleansol BC, making the product do the work. This is a close-up of Cleansol BC removing soot and hydrocarbons from Allguard coating on stucco without scrubbing.
All situations are unique. All results are subject to proper testing. For technical information and instructions for any EaCo Chem product, please refer to the Product Data Sheet.

**BLUESTONE/FLAGSTONE**

Polished granite can be tricky to clean. Using the wrong cleaner can often burn or diminish the polished surface. Cleansol BC at dilution is a great and safe option when dealing with polished surfaces.

**BROWNSTONE**

The environmental stains on the Iglesia Pentecostal Church in Trenton, NJ were severe. Most of the restoration was completed using OneRestore. Several areas in need of extended dwell used our OneRestore Gel product. This product should be used when the staining is extreme. OneRestore Gel can allow an extended dwell time to provide better penetration and lift the soils.

**CAST STONE**

The Northwest Building of 1800 G Street is one of Washington, DC’s largest office buildings. GSR was tasked with removing years of environmental staining from the exposed aggregate precast. The side-by-side comparison says it all.

**GRANITE**

The Pittsburgh City County Building had years of carbon pollution and environmental staining built up on the facade. Through product testing from all restoration manufacturers, Heritage Restorer proved to give the best results. Mix in the non-corrosive factor and it was an easy choice.

**GRANITE**

The Slippery Rock Mausoleum became dingy over the years from environmental pollutants. The once bright granite turned dark and worn. Heritage Restorer was used with two wet on wet applications and then pressure rinsed to bring the brightness back.
COMMERCIAL

NATURAL STONE

The Minneapolis Post Office is the central post office for the city of Minneapolis, MN. OneRestore successfully removed the black staining from the granite and stone.

With vehicle and pedestrian traffic all around, non-corrosive OneRestore was an excellent choice to restore the polished granite exterior of the Department of Health building in Madison, WI. While many other competitors would require the building’s 1,227 windows to be covered, OneRestore is actually an excellent product for cleaning windows and anodized aluminum frames.

The Versace Building located on 5th Avenue in New York City needed its flagship store’s facade restored. The building was originally built in 1905. It was awarded Historic Landmark status in 1970. The marble facade was restored to its natural white marble using Heritage Restorer.

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In Manhattan, the Polish Consulate was in drastic need of cleaning. OneRestore was the main product selected for the job due to the wide variety of staining issues ranging from city traffic to general build-up. The intricate details had to be carefully preserved while not harming the surrounding buildings or adjacent surfaces. With its safety and user-friendly qualities, OneRestore was truly the best option.

The staining on the Oklahoma County Courthouse was the most extreme deep staining we had ever encountered. OneRestore was able to restore the courthouse without etching or whitening the stone.

High end condominiums built in the Gold Coast District of Chicago, IL were constructed using beautiful Indiana Limestone. The end result was achieved by the correct use of NMD 80 which produced an outstanding finished product. The condos now have that million dollar look to match their million dollar price tag.

Part of the Mecklenburg County Courthouse underwent a renovation in 2004-2005. The renovation involved the placement of an outer shell on the original facade made of limestone. NMD 80 was used to remove the new construction stains on the cast stone as well as some light efflorescence that occurred during construction.
Heritage Restorer was a safe choice to clean the historic wall along the Pymatuning Dam. These walls were built in the 1930s by the Civilian Conservation Corps. Years of environmental stain build up was removed using Heritage Restorer. This resulted in revealing the true beauty of the original sandstone.

After years of environmental staining, Heritage Restorer was used to clean the sandstone facade of this historic landmark in downtown Pittsburgh, PA. The difference between the before and after pictures is striking. Heritage Restorer is safe on both the substrate as well as the applicator.

Heritage Restorer was a safe choice to clean the historic wall along the Pymatuning Dam. These walls were built in the 1930s by the Civilian Conservation Corps. Years of environmental stain build up was removed using Heritage Restorer. This resulted in revealing the true beauty of the original sandstone.

Heritage Restorer removed the white deposits from the slate facade of the entrance of this car dealership.

Polished granite can be tricky to clean. Using the wrong cleaner can often burn or diminish the polished surface. HD Britenol removed the metal oxide staining on the precast under the grating.

The Ridgewood Savings Bank in Laurelton, NY is comprised of polished marble which can be as tricky to clean as polished granite. HD Britenol is a great choice for both surfaces since it won’t ruin the polished finish.
Western Specialty Contractors in Florida worked on a project to remove the black streaks from the colored precast on the One Orlando Center. The goal was to clean the colored precast, maintaining a uniform color without harming the adjacent curtain wall. OneRestore’s ability to clean multiple substrates did the job.

In San Francisco, CA, the Transamerica Building, or ‘The Pyramid’, was in need of cleaning. With the amount of glass windows and surrounding Redwood trees, there was no practical way to cover either. OneRestore not only cleaned the years of smog and other stains, but did so without harming the glass or Redwoods.

The precast exterior of the Cedars-Sinai Medical Group building was streaked with black stains. OneRestore successfully removed the stains without harming the glass that wraps around the building.
C-Tar Melt was used to remove the tar left behind from overhung roofs that were removed on McCollum Hall.

To remove these black marks from the concrete curb, a double application of C-Tar Melt is used undiluted with a 5 minute soak to finish the job.

Cleansol BC is so versatile, it can be used on most substrates. At 50:1, Cleansol BC easily cleaned these fabric awnings, making them look brand new.

The oxidation on the vinyl awnings at a number of Sheetz stations were cleaned using Cleansol BC. Two quick applications at dilution of 20:1 worked great.
NMD 80 is one of our flagship chemicals. Its main job is to remove excess mortar smears and tags from new construction. NMD 80 also works wonders on efflorescence and, as you can see in these pictures, removes post construction red clay stains as well.

NMD 80 was used on both the stone and brick to clean the same issues.

Cleansol BC cleaned these oil holding tanks located outside Pittsburgh, PA. Two applications, back to back, with a 20:1 dilution followed by a rinse, produced these amazing results.

EC 102 SOL, a solvent based water repellent, was applied in 2005 to this split faced block and still provides excellent protection against water.

We also manufacture EC 101 WB, which is a water based water repellent.
The tiles in this college swimming pool had thick yellow stains. GSR, which can be diluted up to 20:1, was used to quickly remove the stains.

Tilt-up concrete can be made at the job site on a concrete casting surface. After curing the tilt-up concrete is tilted upright into position. The black streaks coming on from the flat top section of the wall is air pollution and environmental stain that accumulated then flowed over the edge by rainwater. This type of cleaning required a restoration grade cleaner, OneRestore.

The Anaheim Convention Center is made up of a vinyl clad dome and stucco arches. Even atmospheric staining is no match for the versatile Cleansol BC. In this picture, Cleansol BC was used at a high dilution to remove black exhaust stains from heavy traffic.
Cleaning Commercial Buildings

At job site take note of the scope of the project including any heavy stain or deposits.

Measure the areas to be cleaned. A measuring wheel is helpful for the perimeter. Commercial stories average 12 ft. in height. Some are taller. Measure the height of a few stories to confirm.

Identify the type stain(s) as best as you can. Always test in an inconspicuous area prior to beginning full-scale cleaning operations. Testing should confirm cleaning effectiveness on each type of surface and stain designated to be removed. Testing determines the desired dwell time, the dilution needed (concentration) the number of applications and any potential or adverse reactions with adjacent materials. Allow test panels to dry thoroughly before evaluating final appearance and results. Test products to determine how much work it will take to remove it.

For details refer to the “Benefits of Testing” - Test Don’t Guess. & “How much product do I need?"

Check to make sure you have proper equipment to complete the project. If needed, contact rental companies for remaining equipment.

Get the cost from the cleaning supplier for the quantity of chemicals you need for the job. The results from the test area will give you the amount.

Add how many labors needed, and how much you will have to pay them for the work. Be sure that you can get labors to do the work before you bid.

Add up the cost of the equipment rental, the chemicals, the labor, and any extra materials you may need including fuel for vehicles and equipment.

Add profit, enough to pay yourself and all costs related to complete the job.

Submit your bid in writing giving specific details of the areas to be cleaned, the cleaning you will do and the projected end result.

Include the amount of deposit needed for material set up and acquire equipment for the job and details of how and when the balance is paid.

Do you have an issue you would like one of our in-house professionals to take a look at?

1. Secure pictures of the problem, at least one of the whole project, one 3’x3’ section, and one close up. The close up should be approximately one brick or block to show the texture.
2. Be able to identify what caused the problem if known.
3. Be able to list what has been applied to the surface up to this point.
4. Be willing to secure a sample of our product so we can walk you through the testing phase.
5. Email pictures and contact info to info@eacochem.com.
6. One of our representatives will contact you to provide a testing recommendation and a place to purchase products.
WHY TEST KITS?

It can be difficult to identify stains merely on appearance alone. When your house wash mix doesn’t give good results perhaps the stain is not what you think it is.

Testing prior to project can be a contractor’s best friend out in the field. For instance, white deposits, efflorescence, hard water stains, white scum and integral water repellent haze all have a very similar appearance. There are many types of black stain. A few examples: smoke soot, broken gutter stain, caulking bleed, aluminum oxide run, roof line bleed, black crust etc. Even the experts won’t always be able to tell you by just looking at what you’re dealing with.

As a cleaning professional, you face many different challenges. Some have simple solutions, yet some do not. When you’re faced with a problem that you can’t seem to find the answer to, purchase a small quantity to test first such as testing bottles, pre-assembled test kits, and gallons. Testing prevents you from wasting money on unnecessary chemicals and time and eliminates unwanted frustration.

Having small amounts to test with you at all times allows you to:

• Invest a little money to find a solution, quickly.
• Show your customer that you can handle their issues
• Give you peace of mind that you will not be stuck facing problems without the right tools.
• Do what your competition can’t!

Tradesmen don’t always know the situation before getting to the job site. Carpenters, Masons, Electricians, and Cleaning Contractors keep a variety of tools to be prepared. So why not have a variety of products to test? Solve the cleaning issue before the competition.

Remember, you can never have enough essentials tools!

List of kits:

• Complete Cure (white deposits)
• Restoration: Brick and Stone
• Paint Removal
• House & Deck
• Glass & Anodized Aluminum
• Concrete Restoration

For more information on test kits, please contact your local EaCo Chem distributor:
www.eacochem.com/DistributorSearch/index.html
Or contact us directly:
Email: info@eacochem.com or 724-656-1055 (EST)

PRECAUTIONARY MEASURES

Do not get in eyes. Always wear face shields, and/or goggles to avoid splash and wind-blown spray. Do not get on the skin. Always wear rubber gloves, and rubber boots and appropriate clothing. If material comes in contact with clothing, wash before reuse.

Avoid breathing fumes. Use adequate ventilation. Though the potential for fuming is minimal, take precautions to avoid exposing building occupants to fumes above PEL (permissible exposure limits).

Avoid drifting of material and rinse water onto autos and pedestrians by protecting or diverting such traffic. Keep container closed after handling. Dispose of any empty containers according to federal, state, and local requirements. Do not remove label. Read Safety Data Sheet (SDS) for additional safety and health hazard information prior to use.

Do not use for any other applications other than specified.
Masonry cleaning products manufactured by EaCo Chem Inc. are biodegradable when used as directed. Review the product data/specification sheets and the Environment Statement. Rinse water can safely go to sanitary sewer system.

Biodegradable means it is capable of being decomposed by biological agents. This natural process breaks down the material enough not to affect root systems or create a dead zone.

If browning of greenery from direct contact of cleaning products does occur, the plant life will re-green. Depending on the environment and the growth rate, some flora will re-green quicker than others. Example: Grasses can re-green sooner since they’re fast growing. Slow growing plants like certain trees and evergreens take longer to re-green. A sign of new growth indicates it’s still living and able to recover.

To prevent accidental browning, cover landscaping with polyethylene or other proven protective materials. Wetting down foliage with water before, during, and after the cleaning process can be an option. Even when neutralizing, the greenery still needs to be protected or constantly wet with water.
In this example, OneRestore and Heritage Restorer are being tested for cleaning porous surfaces. Testing procedure used: "For deep stain removal from porous surfaces, pre-wet (do not soak) the surface with water. Use a double undiluted application, spaced 3-5 minutes apart without rinsing in between the applications. Rinse before drying.

Tools:
1. Tape measure
2. Equipment used to apply the product
3. Equipment used to rinse the product
4. Calculator

The project is 20,000 total square feet.
Tape measure: Measure a 10 x 10 sq/ft area = 100 total sq. ft. (mock-up area) clean it thoroughly.
Graduated sprayer or container: Once the area is cleaned, see how much product was used.
Follow the equation below to determine the appropriate amount of chemistry needed.

You see that 200 oz (ounces) is amount of product was used to clean 100 sq. ft. (mock-up area) using the double undiluted application method.

Do the math:
What is the coverage per square foot?
Amount of product divided by area cleaned
200 oz ÷ 100 sq. ft. = 2 oz coverage per square foot (double undiluted application)

How much product do I need?
Project 20,000 sq. ft. x 2 oz per square foot = 40,000 oz
40,000 oz ÷ 128 oz (in a gallon) = 312.5 gallons for the project (double undiluted application)

Confirm: 20,000 sq. ft. (total square feet) ÷ 100 sq. ft. (mock-up area) = 200 (mock-up areas)
   200 (mock-up areas) x 200 oz (product per mock-up) = 40,000 oz
   40,000 oz ÷ 128 oz (in a gallon) = 312.5 gallons for the project (double undiluted application)

It’s a good idea to order more product than you need, just in case you run short to avoid waiting for more product to arrive.
KNOWING YOUR OPPORTUNITIES

Uncoated stainless steel has corrosion-resistant properties. One of the components oxidizes, leaving a film barrier between oxygen and the steel surface. Coated stainless steel can prevent surface damage or staining. Just a few examples: elevator doors, door handles, hand railings when touched the coating prevents black stains on the skin. Architectural panels can be protected from constant water contact and from oxidizing.

IS IT STUCCO OR EIFS?

EIFS and Stucco can often look the same. EIFS (Exterior Insulation and Finish System) is often called synthetic stucco. Stucco is made up of Portland cement, sand and water. Tap on the surface, traditional stucco has a solid sound. EIFS is made up of polystyrene insulation board attached to the exterior wall using adhesive or fasteners, an acrylic material and fiberglass mesh on top, finish with an acrylic and polymer coat. EIFS can be made to look like stucco, brick, limestone, and metal. Tap on the surface, EIFS sounds hollow.

REMOVING WHITE DEPOSITS FROM MASONRY

There is a separate manual for removing white deposits from masonry. "Complete Cure" is a professional's guide to dealing with the industry's most difficult problems with troubleshooting, how-to instructions, and equipment to use. "Complete Cure" is a series of products and tests designed to resolve virtually any deposit issue that may arise due to the new construction process or on existing structures. The various white deposits include efflorescence, calcite, white scum, haze, vanadium, manganese, etc. While we cannot specifically identify the cause of these deposits, we have compiled enough information and history to confidently show where the deposits are more commonly found. We are also able to identify the chemical make-up of most of the deposits.
Seasonal changes do affect cleaning products.

Within the specification & data sheets:

Surfaces & Air Temperatures:

Excessively high or low temperatures will produce poor results and possible harm. Best cleaning results are obtained when air and surface temperatures are 40° F (4.4° C) or above. Do not clean when temperatures are below freezing or will be overnight. If freezing conditions exist, allow adequate time for surface to thaw. If air temperatures exceed 90° F (32.2° C), flash cool the surface with water or employ a spray bar below the work area to prevent clean streaking and to cool the surfaces before applying product. Do not allow product to dry before rinsing.

Cold conditions:

Cleaning methods involving water is risky in cold weather. Water within the masonry can freeze, which could cause spalling. Spalling are fragments broken off from the edge or face of masonry. When water freezes at 32° F (0° C), it expands dramatically. The most severe spalling can be from the expansion of water. (Example is when water pipes freeze and burst in unheated homes.) If freezing conditions exist, cleaning later in the day, if possible, is suggested. This may allow adequate time for substrate to thaw. Check the local forecast to avoid freezing conditions after cleaning at least a week in advance. Make sure temperatures are not dropping below freezing overnight, test the surface temp prior to cleaning. Air temp and surface temp can vary.

Hot conditions:

Cleaning methods involving water during hot condition has a problem of the liquid product evaporating to fast. Fast evaporating shortened the adequate dwell time needed for the products to perform properly. Pre-wetting (not soaking) with water can flash cool the surface. Re-applying the products may be necessary, so not allowing it to dry under the dwell time. Also, cleaning early in the morning, if possible, is suggested. An overnight cooling of the substrate is better than late in the day. The air temperature may be cooler however the substrate is still hot. Work in small sections, a wetting bar below the work stage can keep the product from drying on the surfaces below.

Also, be aware that the mock-up panels where products were tested during extreme weather won’t be accurate when cleaning under normal conditions and vice versa. Re-testing in current weather conditions needs to be done. Always test prior to beginning full-scale cleaning operations. Testing should confirm cleaning effectiveness on each type of surface and stain designated to be cleaned. Testing also determines the desired dwell time and any potential or adverse reactions with adjacent materials. Allow test panels to dry thoroughly before evaluating final appearance and results. Be sure to have all parties involved approve the mock up or test panel after the cleaning and drying has been completed.
OneRestore is a professional grade restoration cleaner and stain remover that has been thoroughly tested on a variety of surfaces. The product achieves its cleaning power from a combination of surfactants and buffered acids. OneRestore can remedy metal and mineral oxide residues as well as water based solvents and environmental pollution stains. OneRestore is appropriate for multiple surface restorations including glass.

Note:
* Do not use on metallic oxide film used for tinting glass or on self cleaning glass. (#1 “outside” surface)
* Do not allow to dry to any surface.

OneRestore is used undiluted (straight).

Use safety equipment such as goggles and gloves

1. Prewet the glass for approx. 15-20 seconds with water. Apply OneRestore using a low pressure/low flow applicator such as trigger sprayers, pump up sprayers, or soaked cloth being careful not to drip on surface not intended to be clean.
2. Apply an even amount on the surface from the top of the glass down.
3. Allow to dwell 2-3 minutes on the surface, water rinsing off before it dries. For difficult situations, re-apply the product following steps above.
4. Must be clean water rinsed before drying and before wiping or squeegee swiping. Also, rinse any excess OneRestore from adjacent surfaces before drying, so not to clean streak or leave spotty drip marks.

The instructions above are a short outline of recommended products and general application guidelines. Detailed information is written on the product data & specification sheets that need to be read before committing to a full project. Follow the application steps to become familiar with the process and to see if any changes need to be made to the application steps to achieve desired results.
By using the EC Jet to apply these two products you will save a tremendous amount of time and get uniform results. It makes Cleansol BC and HD Britenol brushless. The EC Jet keeps the chemistry from running through your machine and creates an easy way to apply either material at a rapid pace.

This attachment for your power washer will always pull your chemistry at a 4:1 dilution from your concentrated cleaning solution. It applies the products at low pressure to not cause harm to whatever substrate you may be working on. It also has a ball valve that allows you to shut off the chemical and go to straight water if necessary.

Testing will usually determine the desired dilution rate needed to achieve quality results but both products have been successful at 40 parts water to 1 part chemistry depending on the severity of the staining and the substrate.
This breakthrough product provides remarkable versatility, cleaning power and safety all in one. Capable of removing the deepest stains from virtually any surface, it is also used to safely restore glass and anodized aluminum.

Recommended application is by low-pressure sprayer; brushing is not necessary. One single undiluted application will remove many stains. For deep stain removal from porous surfaces, pre-wet (do not soak) the surface with water. Use a double undiluted application, spaced 3-5 minutes apart without rinsing in between the applications. Craftsmanship determines the appropriate pressures for rinsing. A thorough rinse job is always recommended, however, our chemistry never requires flooding a wall. Pressures that mark or damage the surface should be avoided. When in doubt, follow the manufacturers recommended P.S.I. for the substrate on which you are working. Use lower rinse pressures when cleaning sensitive substrates. Extended dwell time is very important when using this product. Do not allow product to dry on the surface. Always rinse thoroughly.

### SUITABLE SUBSTRATES
- Brick
- Limestone
- Concrete
- Precast
- Exposed aggregate
- Granite
- Unpolished Granite & Marble
- Synthetic Stone
- Terrazzo
- ACM
- Anodized Aluminum
- EIFS
- Uncoated Stainless Steel
- Stucco
- Roofs
- Glass
- Virtually any type of construction material

### ADVANTAGES
- Excellent for removing virtually all stains including mineral and metal oxide stains.
- Reduces liability.
- Low odor means it can easily be used for interior cleaning
- Spray-on/spray-off application process improves productivity
- One product restoration simplifies the process and reduces protection requirements
- VOC compliant

### LIMITATIONS
- Do not allow product to dry on the surface. Always rinse thoroughly.
- Do not use on polished stone and metallic oxide film used for tinting or self cleaning glass.
- Not suitable for certain low-fire tiles when using an extended dwell time (always pre-test small area first)*
- Do not allow product to dry on surface. Rinse thoroughly.
- Not recommended for restoration of antique glass, brass, copper or bronze.
- Not recommended for horizontal surfaces, with the exception of non-colored concrete.
NMD 80 is a buffered detergent-based solution designed for removing mortar smears and efflorescence from new masonry structures. NMD 80 can be used on virtually any type of brick, block, stone, cast stone, precast and glass.

The added buffering ingredients allow NMD 80 to be powerful yet safe enough for glass and anodized aluminum. NMD 80 is a masonry cleaner that requires no respirator when working outdoors, preventing unnecessary fines. This product is capable of extremely effective cleaning and efflorescence removal without brushing or scrubbing and will leave the cream on the mortar joints. Proper usage is essential to experience the great reductions that are possible in chemical costs and cleaning time. NMD 80 is designed to be used with the EC Jet downstream chemical injector to produce excellent cleaning results consistently, easily, and faster than ever before. Combine these cost reductions with heightened safety, excellent final appearance and a dramatic reduction in post cleaning stains and you have tomorrow’s chemistry today!

**SUITABLE SUBSTRATES**
- All Brick
- Block
- Tile
- Stone (real and synthetic)
- Mortar
- Precast
- Grout

**ADVANTAGES**
- Spray on/Spray off application increases square foot production and reduces labor
- Top-down rinsing dramatically reduces total water into the wall
- Detergent means fewer applications
- No respirator needed when spraying outside
- Reduces water-in-wall problems such as efflorescence
- Will not harm glass or anodized window frames when used as directed

**LIMITATIONS**
- Not to be used on polished stone or lime-faced brick
- Product is very mild but may be corrosive to certain woods, metals, and plants. Covering may be required.
- Avoid elevator doors as the coating will be affected by the chemical.
- Cover any building hardware, including brass, bronze, copper, gold, stainless steel or mild steel.
- Use low pressure rinsing on synthetic stone and surface dyed substrates.
- Do not brush on surface dyed substrates.

**DILUTIONS**

The best, consistent results occur when NMD 80 is applied through the EC Jet. The EC Jet automatically cuts the product to 4 parts water to 1 part NMD 80. This is our recommended dilution for NMD 80.
**ACRYLICSTRIP**

AcrylicStrip is a solvent-based sealer, stain and paint stripper that has a wide range of applications. AcrylicStrip will remove layers of acrylics, acrylic latexes, polyurethane and other resin coatings and it is especially good at removing curing compounds from concrete.

AcrylicStrip is best applied through a low-pressure application system when outdoors, but it can be brushed, wiped, or rolled on to the surface. Depending on the paint or coating, more than one application may be needed. Apply the stripper from the top down using a side-to-side motion. A small hand pump garden sprayer works well for small jobs. Allow AcrylicStrip to dwell for at least 5 minutes before doing a scratch test. Scratch at the paint or coating with a sharp object to see if the substrate is visible. If the substrate is visible where tested then it is ready to be rinsed with cold water. If the substrate is not visible or if the coating is gummy but not released, re-apply and let dwell for an additional 10 minutes before re-testing. Be careful not to leave foliage covered for too long in direct sunlight, as it may cause damage. A pressure washer, garden hose, or water and scrub brush can be used for rinsing. When using a pressure washer, keeping the nozzle six inches from the surface if rinsing wood. Do not allow product to come in contact with areas not intended to be treated.

Do not allow product to dry on the surface. Always rinse-off thoroughly while wet using cold water.

Certain enamels may be best stripped with LCS, which is a caustic, d-limonene water based product. Alkyd enamel can be removed by first applying AcrylicStrip. Allow to dwell for several minutes. While AcrylicStrip is still wet, apply Stripper Cream directly over the AcrylicStrip. After adequate soak time and a scratch test, remove the paint by scraping or high pressure rinse with cold water.

*NOTE: only use cold water rinse!*

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### SUITABLE SUBSTRATES
- Glass
- Metal
- Wood
- Concrete

### ADVANTAGES
- Removes curing compounds from concrete

### LIMITATIONS
- Plants may be damaged by direct contact
- Do not use on asphalt shingles or vinyl siding
- Does not burn skin but will defat the skin with extended contact

### DILUTIONS
Use undiluted (straight).
CLEANSOL BC

Cleansol BC was designed for use with a pressure washer by professionals but can be used by the homeowners with brush or low-pressure sprayer application using either hot or cold water. Brushless cleaning requires the product to be laid on the surface using two quick applications, which leads to complete soil release most of the time. Craftsmanship determines the appropriate pressures for rinsing. A thorough rinse job is always recommended, however, our chemistry never requires flooding a wall. Pressures that mark or damage the surface should be avoided. When in doubt, follow the manufacturers recommended P.S.I. for the substrate on which you are working. Water softeners are built into the product; water pretreatment is generally not necessary. Cleansol BC does not mix with bleach.

SUITABLE SUBSTRATES

- EIFS
- Glass
- Painted Siding
- Vinyl siding
- Gutters
- Downspouts
- Masonry Surfaces
- Vinyl Awnings
- Wood
- Stucco

ADVANTAGES

- Brushless
- Biodegradable
- Super fast rinsing
- Spot free drying
- Safety on paint and glass
- Rinse freely even if it dries on the surface
- Concentrated

LIMITATIONS

- Does not remove deep black stains (use Britenol)
- Polished aluminum could be whitened or browned (use Britenol)
- Works equally well hot or cold temperatures but should not exceed 120°F Fahrenheit.

DILUTIONS

First cut at 4:1 to make product ready to use then follow the dilution range listed below. Apply using pressure washer up or downstream, or low pressure spray applicator.

- 10:1 for difficult cleaning
- 20:1 for light soil
- Undiluted for gutters and down spouts

Note: Dilutions will vary based on the severity of the stain and type of surface.
C-TAR MELT

C-Tar Melt is used straight; do not dilute this product with water. The best method of tar removal from a painted vehicle is by putting a small amount on a cloth and wiping. For porous masonry, spray-on two applications, one following the other after a 5 minute soak period will sometimes out perform a single application and mechanical removal. Dwell times will vary with thickness of the coating to be stripped. C-Tar Melt can remove many materials in a fifteen minute time span. Heavy layers may be removed with an overnight soak. Craftsmanship determines the appropriate pressures for rinsing. A thorough rinse job is always recommended, however, our chemistry never requires flooding a wall. Pressures that mark or damage the surface should be avoided. When in doubt, follow the manufacturers recommended P.S.I. for the substrate on which you are working. Proper ventilation should always be a consideration when long term exposure will occur. It is recommended that skin contact be kept to a minimum and at least a water rinse be used after contact.

SUITABLE SUBSTRATES

- Masonry Surfaces
- Metal
- Wood

ADVANTAGES

- Power penetration and softening action
- Biodegradable
- Will not harm the skin. (Constant exposure may cause dryness).

LIMITATIONS

- Will cause rubber to swell
- Some softening of the paint may occur (ceases upon rinsing). Always test before prolonged exposure.

DILUTIONS

Use undiluted (straight).
Graf-Ex is a liquid stripper that removes ink, marker and graffiti from interiors, painted surfaces and fiberglass. Graf-Ex will also remove decal adhesive, silicone caulk and sealer from sensitive surfaces.

Graf-Ex is used straight. Apply with a low pressure spray unit or wipe on using a cloth. Spray product on from the top down in an overlapping, side to side motion. A damp cloth is often all that is necessary to remove paint or ink. The material works better at an ambient temperature of 70° Fahrenheit range. Occasionally two applications (one following the other after a short soak time) will out perform a single application and mechanical removal. The material penetrates very quickly. Dwell times will vary with the thickness of the coating to be stripped. Graf-Ex can remove most materials in fifteen minutes. Craftsmanship determines the appropriate pressures for rinsing. A thorough rinse job is always recommended, however, our chemistry never requires flooding a wall. Pressures that mark or damage the surface should be avoided. When in doubt, follow the manufacturers recommended P.S.I. for the substrate on which you are working. Proper ventilation should always be used when working indoors. It is recommended that skin contact be kept to a minimum and at least a water rinse after contact.

**ADVANTAGES**

- Will not harm most substrates
- Mild on skin
- Non-flammable and biodegradable
- Will not raise the grain of wood or cause flash rusting on metal

**LIMITATIONS**

- Will not work on epoxy or urethane type coatings
- Do not use on Plexiglas. (Use Plexi-Clean).

**DILUTIONS**

Use undiluted (straight).
GS Restoration (GSR) is a non-hydrofluoric restoration detergent designed for glazed brick and concrete cleaning.

Originally designed for glazed brick and terra cotta cleaning, GSR offers the strength of HF but with a higher degree of safety. GSR has the ability to work well without having to cover glass when used as directed. GSR’s acid blend is more effective than HF at removing the black stains that occur on glazed brick with almost no chance of burning. GSR is our most economical restoration detergent. Apply with a low-pressure applicator when cleaning porous hard brick. For best results, use two applications spaced 3-5 minutes apart. Do not let the product to dry on the surface. The first application penetrates and the second lifts the stain out. Glass generally does not need to be covered if rinsed quickly.

**SUITSABLE SUBSTRATES**

- Glazed Brick
- Porous Brick
- Aluminum Siding
- Vinyl Siding
- Concrete

**ADVANTAGES**

- Spray on/Spray off process increases productivity
- Can be used on hard-faced bricks, aluminum siding, terra cotta, and concrete
- More effective than hydrofluoric acid at removing black mineral stains on glazed surfaces
- Safer to people and plants than hydrofluoric acid

**LIMITATIONS**

- Precautions should be taken to avoid marking anodized aluminum and glass

**DILUTIONS**

- 1:1 - 10:1 is the application range for restoration work
- Undiluted (straight) for oil spot removal on concrete surfaces
- 8:1 - 20:1 for lane cleaning or sidewalk cleaning without heavy oil stains.

There may be danger of burning surfaces if used repeatedly straight.

*Note: Dilutions will vary based on application and the particular type of surface.*
HERITAGE RESTORER

Heritage Restorer is a restoration detergent for historical or sensitive substrates. The product is based on our thoroughly developed non-corrosive technology. Cleaning power is achieved by a combination of over 25% surfactants, mild acids to melt metal and mineral oxide residue and water based solvents for hydrocarbon based residues.

Recommended application is by low-pressure sprayer. Brushing is not necessary. One single undiluted application will remove many stains. For deep stain removal from porous surfaces, pre-wet (do not soak) the surface with water. Use a double undiluted application, spaced 8-10 minutes apart without rinsing in between the applications. Craftsmanship determines the appropriate pressures for rinsing. A thorough rinse job is always recommended, however, our chemistry never requires flooding a wall. Pressures that mark or damage the surface should be avoided. When in doubt, follow the manufacturers recommended P.S.I. for the substrate on which you are working. Use lower rinse pressures when cleaning sensitive substrates. Extended dwell time is very important when using this product. Do not allow product to dry on the surface. Always rinse thoroughly.

SUITABLE SUBSTRATES
- Brick
- Limestone
- Sandstone
- Concrete
- Precast
- Exposed Aggregate
- Granite
- Marble
- Synthetic Stone
- Metal
- Terra Cotta
- Terrazzo

ADVANTAGES
- Excellent for removing virtually all stains including mineral and metal oxide stains.
- Reduces liability.
- Low odor means it can easily be used for interior cleaning
- Spray-on/spray-off application process improves productivity
- One product restoration simplifies the process and reduces protection requirements
- VOC compliant
- Non-corrosive

LIMITATIONS
- Rinse quickly when on glass and anodized aluminum.
- Do not use on metallic oxide film used for tinting or self cleaning glass.
- Not suitable for certain low-fire tiles when using an extended dwell time (always pre-test small area first).
- Do not allow product to dry on surface. Rinse thoroughly.
- Not recommended for restoration of antique glass, brass, copper or bronze.

DILUTIONS
Use undiluted (straight).
HD BRITENOL

HD Britenol is an all purpose mild acid cleaner designed for use on homes and in light duty commercial applications which can be used on a variety of surfaces.

HD Britenol is designed for professionals but may be applied by the homeowner by brush or with a low pressure sprayer. The best use of the product is to use two applications spaced several minutes apart without allowing the product to dry on the surface. The first pass is to penetrate and the second to lift the stain out. Glass does not need to be covered. There is no danger of burning the surface if the product is used repeatedly straight. This product can be used in a two step or acid then alkaline cleaning system with Cleansol BC. The two step system creates neutralization and will boost performance in difficult areas, such as under eaves. Apply HD Britenol first, then Cleansol BC, then rinse. Rinsing can be a garden hose or a pressure washer for a deeper clean.

SUITABLE SUBSTRATES

- Aluminum and Vinyl Siding
- Stainless Steel (non-coated)
- Fiberglass
- Tile
- Porcelain
- Roofs
- Wood
- Masonry Surfaces
- Granite
- Marble
- Limestone
- Concrete
- EIFS
- Stucco

ADVANTAGES

- Safe on skin
- 100% safe on glass
- Improves productivity
- Brushless
- Concentrated

LIMITATIONS

- Generally not effective on very old thick-crusted carbon deposits.
- Not a restoration detergent

DILUTIONS

Apply using a pressure washer up or down stream, or a low pressure spray applicator or EC Jet
- (4:1) for concrete driveways, garage floors, sidewalks, masonry surfaces and asphalt shingles.
- (Undiluted to 15:1) for difficult cleaning.
- (20:1 to 60:1) for standard cleaning.

Note: Dilutions will vary based on the severity of the stain and type of surface.
HOT STAIN REMOVER

Hot Stain Remover is a high pH alkaline cleaning product that will remove both food and petroleum oil staining and remove heavy carbon deposits and oil from metal, wood or masonry. Hot Stain Remover undiluted may strip latex and enamel paints. Depending on the severity. Hot Stain Remover has special additives that causes soils to rise to the surface. Craftsmanship determines the appropriate pressures for rinsing. A thorough rinse job is always recommended, however, our chemistry never requires flooding a wall. Pressures that mark or damage the surface should be avoided. When in doubt, follow the manufacturers recommended P.S.I. for the substrate.

SUITSABLE SUBSTRATES

- Masonry Surfaces
- Metal
- Wood

ADVANTAGES

- Removes heavy carbon deposits
- Removes both food and petroleum oil staining

LIMITATIONS

- Will etch windows

DILUTIONS

Use undiluted for difficult removal up to 10:1 for brushing application
**INSTRIp**

INSTRIp is a paste-type multi-layer, interior and exterior paint stripper that can lift primers, solvent and water-based paints. The product also removes various wood finishes, such as varnish, shellac and stains.

Application equipment should be solvent compatible. Always start by doing a test patch to determine proper dwell time to achieve desired results. Brush or roll product onto the surface to be stripped. Wait the appropriate time, then wipe off or remove completely with water.

Note: On textured surfaces, a second coat may need to be applied with a brush. Rinse completely. When stripping paint from thin wood veneer a long dwell time may loosen the bonding adhesive.

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**SUitable SUBSTRATES**

- Wood
- Metal
- Masonry

**ADVANTAGES**

- Non-toxic and non-corrosive
- Low VOC
- Low odor
- Will not fuzz or discolor hard and soft wood
- Suitable for furniture stripping
- Has a wide range of applications
- Paste clings on vertical surfaces.
- pH Neutral
- Safer for the applicator

**LIMITATIONS**

- Do not get product on surfaces not intended to be stripped.

**DILUTIONS**

Use undiluted (straight)
LCS

LCS is a water based stripper for removing sealers, stains, and paint. The wide range of applications for LCS includes removing graffiti, deck stains, multiple layers of latexes, acrylic latexes, alkyds, certain enamels, oil based stains, and other resin coatings. It can be used to remove petroleum based and food oil stains from concrete dumpster pads at restaurants and from stainless steel delivery tankers.

Apply LCS to a dry surface. Allow the product to dwell for fifteen minutes. Start at the top and mist on water from a garden hose before pressure rinsing. If you are not going to pressure wash, scrub with a stiff bristle brush before neutralizing. After neutralizing with Britenol, there is less risk of harming plants.

Protect plants from rinse waters if not neutralizing. Certain types of woods may darken after rinsing the LCS, so apply HD Britenol undiluted. Let dwell for 3-5 minutes, then thoroughly rinse to lighten the wood.

SUITABLE SUBSTRATES

- Metal
- Wood
- Masonry

ADVANTAGES

- Non-Flammable
- Citrus odor
- At high dilutions, LCS is an all purpose cleaner that creates a notable shine.

LIMITATIONS

- If concerned, rinse plants after washing to prevent browning
- Extended dwell time on skin can cause harm
- Do not use undiluted on asphalt shingles or vinyl siding

DILUTIONS

Use undiluted (straight) for stripping.

- 4:1 may work if coating is substantial worn
- Undiluted – 10:1 concrete dumpster pads and stainless steel delivery tankers
- 20:1 – 50:1 for roofs, gutters, and siding
STRIPPER CREAM

Stripper Cream is a thickened multilayer paint remover. Stripper Cream also removes heavy dimensional black crust on limestone & sandstone. When diluted with water, the product works well as a graffiti remover. Alkyd enamels can be stripped using a two-step process that utilizes AcrylicStrip and Stripper Cream.

Apply stripper heavily to cut through multiple layers with the first application. The paste nature of the product contains waste. Stripper Cream does not dry out if applied properly. Removal should begin after scrape testing in multiple areas reveals the substrate. Apply the stripper, working from the center outwards and from the top down. Roll, brush or spray through caustic compatible equipment. After adequate soak time, remove the paint by scraping or by high-pressure rinse. A diluted solution of Stripper Cream (cut 4:1 with water) is recommended to reactivate the initial application. After a quick rinse, apply the diluted Stripper Cream. Rinse from the top down. The diluted product should be applied after the first pass and allowed to remain on the surface until the wall is finished. After rinsing and reapplication, do a final detailed rinse before neutralizing. When neutralizing, use NMD80 diluted 4:1. Alkyd enamel can be removed by first applying AcrylicStrip. Allow to dwell for several minutes. While AcrylicStrip is still wet, apply Stripper Cream directly over the AcrylicStrip. After adequate soak time and a scratch test, remove the paint by scraping or by high-pressure rinse.

SUITABLE SUBSTRATES

- Masonry

ADVANTAGES

- Excellent consistency and coverage that enables spray, roll, or brush application
- Ready to use right out of the container
- Pleasant odor
- Proven effective with one application
- When used properly, remains on vertical surfaces without drying out
- Product continues to work over a prolonged period of time

LIMITATIONS

- Generally not affective on acrylics, urethanes or epoxy
- Always test first to avoid fuzzing wood
- If product has been frozen, must remix before using

DILUTIONS

Use undiluted (straight) for the best results. Dilutions maybe used based on application and surface to be cleaned.
Knowing Your Opportunities

GLOSSARY OF TERMS

ACM: Aluminum Composite Material
BC: Blender Concentrate
Biodegradable: Rinse into earthen ground capable of being decomposed by bacteria or other living organisms
Chemical Injector: The chemical injector allows soap or chemical to be injected into the water stream making cleaning even faster and easier. It works in harmony with the variable pressure wand to control the flow of the chemical.
Coverage Rates: Coverage rates will vary depending on: the surface porosity, texture, severity of staining, one application or more, type of spray applicator which includes how fast or how slow the person apply the product is moving.
First Cut: Under “Dilution” within the product data sheets for the concentrates the “First cut” is to make the product ready. Then at the job site diluted the ready to use product for the strength needed. The dilution range is also listed in the product data sheets for concentrates.
GPM: Gallon Per Minute.
HD: Heavy Duty (concentrate)
Nozzle: The nozzle is the restriction at the end of the wand that creates the pressure. Nozzles have different spray patterns that can affect the width and strength of the spray. For instance, the 40-degree (white) nozzle delivers a flat spray of about 40-degrees which is recommended when rinsing EaCo Chem products.
Neutralization: When a acid and a alkaline solution are mixed or a alkaline and a acid solution are mixed, a neutralization reaction occurs, and the products do not have characteristics of either acids or alkalines.
Pre-Testing: Always test prior to beginning full-scale cleaning operations. Testing should confirm cleaning effectiveness on each type of surface and stain designated to be removed. Testing also determines the desired dwell time and any potential or adverse reactions with adjacent materials. Allow test panels to dry thoroughly before evaluating final appearance and results.
Pressure (PSI): The unit for pressure is PSI (pounds per square inch), which actually determines how much pressure is directly applied on the surface being cleaned. Craftsmanship determines the appropriate pressures for rinsing. A thorough rinse job is always recommended. Pressures that mark or damage the surface should be avoided. Use lower rinse pressures when cleaning sensitive substrates. Always rinse products before drying on the surface.
Pressure Washer Hose: There are two types of pressure hose. Wire-braid high pressure hose can be rated for up to 4500 PSI. Non-marking pressure hose is gray in color and it can be freely used on any surface without possible rubber marks left behind.
Synthetic: Made of artificial (man-made) materials not found in nature
Substrates: The surface of construction material
Two Applications: The first pass is to penetrate and the second to lift the stain out.
Non-porous substrate: Brushless cleaning requires the product to be laid on the surface using two quick applications, which leads to complete soil release.
Porous: For deep stain removal from porous surfaces, pre-wet (do not soak) the surface with water. Use a double application, spaced 3-5 minutes apart without rinsing in between the applications.
Two Step System: The two step system creates neutralization and will boost performance in difficult areas. Apply an acidic product first then without rinsing apply an alkaline product, let dwell then rinse. The method can be reversed applying an alkaline then an acidic.