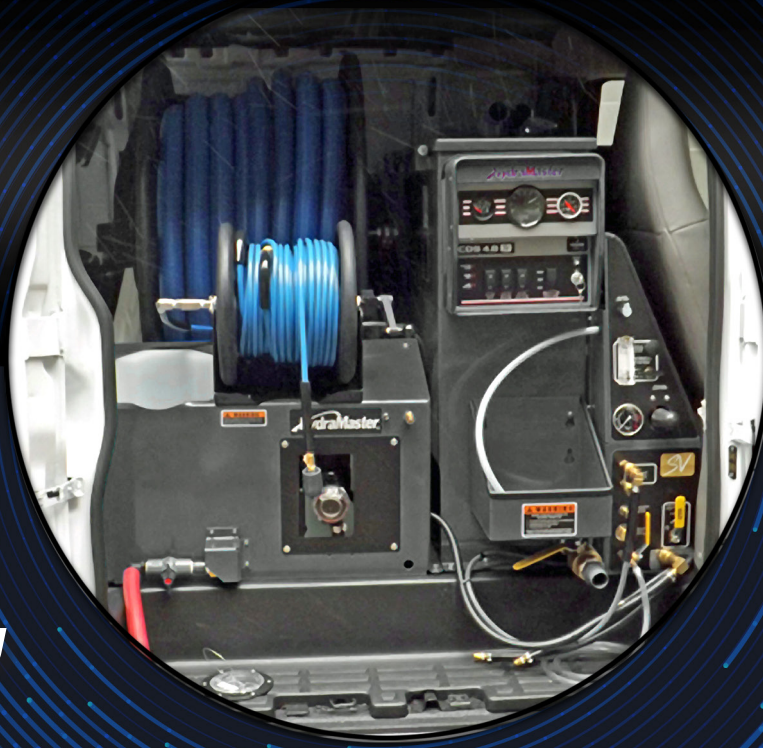


Truckmount Buyer's Guide

Your **#1 Choice** for truckmounts
Product • People • Performance • Protection



Your complete
guide to buying
a truckmount.



How to use this Buyer's Guide

We have assembled this **Buyer's Guide** to provide you with all the information you will need to make an educated decision about purchasing the right truckmount for you and your company. Whether this is your first truckmount, or your fifth, we believe you will find the information in this **Buyer's Guide** helpful. Below are some hints that will assist you in getting the most out of this guide.

First time truckmount buyer

We suggest that you read through the **Buyer's Guide** from front to back. It is laid out with the information that you should consider when making this important decision. It is not necessary to read every word. You can hit the highlights and read about topics that you would like more information on. However, if you love the detail, we have it!

Experienced truckmount owner

If you already own one or more truckmounts, it is likely that you have specific questions or preferences. Use the Table of Contents to lead you to the right neighborhood and use the bullet points to narrow your search.

Regardless of what type of truckmount buyer you are, it is our desire to give you all the information you need to make an informed decision. **We look forward to serving you.**

Table of Contents

Why buy from Aramsco?	1
Getting Started	2
Choosing the right truckmount	3-4
Truckmount Evaluation.....	5
Van? Box Truck? Trailer? Which is the best?	6
Types of Vans (Trailers: Where can I purchase?)	7-8
What makes us different?.....	9
Truckmount Accessories	10-11
How do I set up my truckmount package?	12-13
Installation and Award Winning Service	15
Delivery and Training.....	16
Protecting Your Investment	17-18

TESTIMONIAL *Jim & Vanessa Moon, ColorBrite Carpet Cleaning | Camas, WA*

I just wanted to take a moment to show our appreciation and give credit where due. I have been a customer of CRS/ ARAMSCO for 25 years and a major reason for that is Dave Deibert. Dave has always been "over the top" professional and consistently goes out of his way to assist us with our needs. I can always go to him with questions and he's always quick to help resolve any concerns we have. We've had five different machines over the years and since Dave is always up on the "latest and greatest" equipment available, he's been instrumental each and every time in helping us get the perfect machine for our business model.





Why buy a truckmount from Aramsco?

#1 in Truckmount sales and service

With nearly 70 locations, Aramsco sell, service, and support more truckmounts than any other supplier in the industry. We can help you equip your business with the perfectly fitted truckmount.

Experience:

Aramsco have sold and installed thousands of turn-key and customized truck mount packages to satisfied cleaning and restoration professionals. This experience ensures that you receive the professional care you deserve during the entire purchasing process and beyond.



Value: We are uniquely positioned to provide you with the best value. Through Aramsco, our purchasing power, quality product lines, education, service, experience and business growth support are all put to work for you so that you can be confident that you will receive the best value for your investment.

Variety: Truckmounts are not a “one size fits all” application. Every company has different needs based on their services and goals. We provide a variety of brands and models, as well as installation configurations to meet your specific needs.

Financing: Because of our unique relationship with Aztec Financial, we offer financing solutions not available at other truckmount dealerships. We can offer special reduced rate financing, financing for start-up companies, financing for challenged credit, and flexible payment programs. Let us show you why no one can do what we can do when it comes to financing.

1 stop shopping: We provide new and used vans, box trucks, and trailers. We offer new, refurbished and used truck-mounted cleaning systems. We provide a great selection of accessories and other equipment to completely outfit your company. Aramsco offers training, business support and financing to

help you succeed in today's challenging business environment. A fully equipped and professionally trained service department to ensure your machine is installed for safety and performance and to keep your machine in the field making money. Whatever your need, we have it at Aramsco.

Our people: From our professional, friendly and experienced truckmount specialists to our highly skilled, trained, and certified installation/service personnel, you will have a buying experience that focuses on you and your needs.



Commitment: At Aramsco, you are not treated as simply “another truckmount” sale. We value long term relationships that are based on service and trust. The same kind of relationships you build with your clients. We are committed to make buying your truckmount a positive experience. We partner with you to help your business be more successful. After all, a truckmount is only one of the tools you use to help you reach your goals and achieve your dreams.

TESTIMONIAL

Jerry Berg,
Intek Cleaning & Restoration
Sioux Falls, SD

I am the owner of Intek Cleaning and Restoration in Sioux Falls and we have been clients/customers of/Aramsco for a long time. We've been working with Mary Dubas for the past several years and she is the Consummate Professional. She knows all of the intimate details of the equipment, the chemicals and the procedures, as well as the applications.

I got into the cleaning and restoration business in 1978 and I've met a lot of people and sales reps over that time, from a variety of organizations. I can honestly say that in my 42 years in the industry, I have never met anyone in this line of work that represents their company like she does, or that I've enjoyed working with more than Mary.



Getting Started



Step by Step process to be sure you get the right equipment, van and layout for you.

Step #1 – Financing/Budget. How are you going to pay for your new turn-key package – cash, loan, lease? What is best for your cash flow, tax savings and liability? How you finance your purchase may actually change which truckmount is best for you. Our Truckmount Specialist will assist you in coming up with the right solution for you and your business. For detailed information, see **page 9**.

Step #2 – Choose your truckmount. Which truckmount is best for you? There are a lot of factors to consider when purchasing a truckmount. The services you provide, other truckmounts you own, features that are important to you and how many employees you have are only a few factors to consider. Where you live, where you provide services and even what time of day you provide these services will impact the decision of which truckmount to buy. See **page 3** for a truckmount evaluation worksheet that your truckmount specialist will use to help you determine the right unit for you.

Step #3 – Choose your van or trailer. Though cargo vans are most popular, there are many applications that make sense in a box truck or trailer. Your services, needs and the truckmount you choose will all play a part in recommending the right option for you. **Pages 6-8** will give all the options with advantages and disadvantages of each.

Step #4 – Choose the accessories for your truckmount package. Choosing the right accessories will make your package more efficient and profitable and will protect your investment. We have listed the basic accessories for you on **pages 10-11**. The possibilities are endless with our complete and professional line of products.

Step #5 – Layout/Installation. Next, you will schedule the professional installation of your equipment. Our truckmount specialist will help you determine the best layout and other details of the installation. You can see many of the common installation configurations on **pages 12-13**.

Step #6 – Take delivery/training. We want to make sure that you get the most out of your new truckmount; therefore, we will spend time with you going over the operation, maintenance and use of your equipment and accessories. We will also go over hands-on set-up, cleaning and break-down of your equipment. See a complete list of services on **page 16**.

Step #7 – On going support. Taking delivery of your equipment is not the end of the sale, it is the beginning of a partnership. We are dedicated to help you be successful in all aspects of your business. We are known best for our ongoing support – equipment maintenance, technical assistance, business/marketing support, product needs, education and even 24hr emergency service to name a few. **Pages 17-18** will give you an idea of the support and protection you can expect from Aramsco.



TESTIMONIAL

Greg Robinson
T-Bird Carpet Care
Cedar City, UT

I recently bought the new Everest 870 and I can tell you it was a great investment for my business. It truly has the power for large jobs, yet is still economical as it's no more expensive to run than smaller machines we've owned.

The first week after purchasing the 870 we went to clean a large 3 story building. We immediately set up a dual wand system with 250' of hose each. I started on the top floor while my son started at the bottom. We cleaned for five hours straight without a glitch. Even with two wands running, there was no loss of vacuum, no loss of pressure and NO loss of heat. You couldn't even tell when the other guy laid his hose down and wasn't sealed to the carpet. As previously mentioned, the Everest 870 has been a great asset to our business.



Choosing the right truckmount for you and your company

Types of truckmounts

Whether you are purchasing your first truck-mounted carpet cleaning machine, replacing an older machine, or adding to your fleet, there are many important things to consider. What kind of truckmount should you invest in? Our answer – it depends! It depends upon you and your business. There are two basic types of truckmounts – slide-in units and direct drive units. Simply put, slide-in units have their own engine for power while direct drive units use the van's engine to power the unit. Direct drive units provide you with space saving features, lower maintenance, and have a lower learning curve for operation and maintenance. Slide-in units can be installed in new or used vans/trailers, meet almost any budget, and can quite easily be moved from one vehicle to another if necessary (i.e., accident, upgrading your van, etc). Slide-ins are the most popular choice, however, often a direct drive unit is the perfect option.

Basic Systems of a Truckmount

Truckmounts fall into one of four classes of machines. Your specific needs will drive which class of machine you need.

• Class I: Single Tool

- o Number of tools: **1** (some will handle 1 wand and 1 smaller tool)
- o Water Pump Pressure: **250psi to 1,000psi**
- o Water Pump Water Flow: **3 gl/minute**
- o Heat: **150 to 200+ degrees**
- o Vacuum Blower: **#3 to #4 blower – 250-350 CFM**

• Class II: Dual Tool

- o Number of tools: **2 (up to two tools)**
- o Water Pump Pressure: **250psi to 1,500psi**
- o Water Pump Water Flow: **4.5 gl/minute**
- o Heat: **150 to 220+ degrees**
- o Vacuum Blower: **#4 to #4.8 blower – 300-400 CFM**

• Class III: Dual Wand High Pressure

- o Number of tools: **2 (up to two tools)**
- o Water Pump Pressure: **250psi to 2,500psi**
- o Water Pump Water Flow: **5 gl/minute**
- o Heat: **150 to 220+ degrees**
- o Vacuum Blower: **#4 to #5 blower – 400+ CFM**

• Class IV: High Performance

- o Number of tools: **3 (up to three tools)**
- o Water Pump Pressure: **2,500psi to 3000psi**
- o Water Pump Water Flow: **5 gl/minute**
- o Heat: **150 to 230+ degrees**
- o Vacuum Blower: **Largest vacuum blowers for maximum performance**

Factors to Consider

There are a lot of factors to consider when purchasing a truckmount. These factors fall into one of two categories:

- Equipment Features & Benefits
- Use & Budget

Features and Benefits: Each truckmount we represent and sell has its own list of features and benefits. Some examples are:

- ✓ Space-saving design that allows you to carry more equipment, tools, and accessories on board
- ✓ A pump clutch that provides an extraction only mode when performing water damage restoration. This will not damage or wear your pressure and heat systems.
- ✓ High pressure pumps and high performance heating systems that allow you to do tile and hard surface cleaning and pressure washing, and still maintain high temperatures.
- ✓ Runs quiet so that you can do night jobs without disturbing the neighbors.

Use and Budget

Each unit's features and benefits need to be matched with your use and budget. Some examples:

- ✓ What is your desired budget?
- ✓ Are you installing in a new or used van? Cargo van, trailer, or box truck?
- ✓ Will you be working at high altitude? Are you in a part of the country that experiences freezing?
- ✓ How far away from your truck mount do you typically clean? If you already have a truck mount, think about how many feet of solution and pressure hose you typically pull out on a job? You may well find that you rarely, if ever, exceed 150'. If that is true now, and will mainly remain so in the future, you may not need to purchase a truckmount with the biggest vacuum blower available.



- ✓ What is your own mechanical ability and the distance you are from your local Aramsco location? More bells and whistles and more performance might end up meaning more things on your unit to malfunction or need service. On the other hand, too simplistic might cost you potential business. Who will be doing the service on your truckmount? Regular scheduled maintenance, like oil changes and mechanical breakdowns have to be considered. Your mechanical abilities might affect what the best truckmount is for you. Will driving distance to your distributor influence your decisions of who services the truckmount?
- ✓ What about dual wand cleaning? Many cleaners and restorers ask about dual wand capabilities of the machine. Dual wand cleaning is a function of two technicians that would be simultaneously cleaning with one machine. Is this possible with the mechanical capabilities of the machine? In a recent Cleanfax magazine benchmarking survey, less than 10% of professional carpet cleaners said that they dual wand clean on a regular basis. Certainly, more than 10% of the truckmounts made are capable of dual wand cleaning. You need to look at your business and how you would clean a big job. We recommend you consult with your Aramsco truckmount specialist. He/she can help you understand all of the dynamics of dual wand cleaning so you can decide whether this is a necessary feature for your truckmount.

Our job is to guide you through matching you with the perfect turn-key package for your business. We have provided you with a **Truckmount Evaluation Worksheet** on the next page. Our Truckmount Specialist will use this information to advise you on the right package for you.

Basic Systems of a Truckmount:

Truckmounts are composed of four basic systems – power, solution pressure, solution heat, and vacuum recovery. There

are a variety of choices within each of these systems, each with distinct advantages. The unit has to be properly equipped with enough power to run all of the necessary components over a long period of time without fuel guzzling power overkill. Vacuum is achieved by the use of a positive displacement blower. These blowers come in different sizes and configurations. Vacuum efficiency is measured in airflow and lift. Airflow is measured in cubic feet per minute (cfm) and generally is viewed as more important for carpet cleaning to reduce drying time. Lift is measured in inches of mercury ("hg) or inches of water and is generally more important in water extraction during water damage restoration.

Airflow is affected by hose diameter and length, twists, bends and turns in the hose and more. A proper balance of airflow and lift is the best choice. Solution heating capacity, or cleaning solution temperature, is very important. Heated water has a greater capacity for the suspension of soils, increases the chemical activity of cleaning solutions and allows for faster drying, EPA sponsored studies in the 1990's clearly demonstrated that the hot water from a truckmount significantly reduced the level of harmful microorganisms in carpet. Solution pressure and water flow provide agitation and flushing action to separate soils from the carpet fibers. Heat, water flow and solution pressure have to work in conjunction with one another. You can increase solution pressure simply by restricting water flow. Solution flow is what flushes emulsified soils, contaminants, pollutants, and spills out of the carpet more effectively. Most truckmount operators set their solution pressure at 400-450 psi when cleaning carpet with a conventional scrub wand. Higher solution pressures (500 – 1200psi) are often desired for cleaning hard surfaces such as stone, tile, and concrete. Even higher solution pressure (1000 – 3000psi) and water flow capability may be desired for hardcore pressure washing applications.

TESTIMONIAL

Tom Langdon, Floor Tec Cleaning & Restoration | Yankton, SD

The Hydramaster CDS units have been the backbone of our business for over two decades. We still have every single unit we've purchased, fully operational, with the 2 oldest units dating back to 1993 & 1994. It appears that the vans will wear out before the CDS units!

We just acquired another business and their carpet cleaning van has a "slide in" unit. While it is a good machine, we've found the CDS packages more suitable to our needs, especially considering all the space we have in the back of the van. In addition, the Hydramaster CDS units are exceptionally easy to operate for technicians. Rest assured that all new units we purchase will be CDS machines!



Truckmount Evaluation

Truckmount Evaluation Worksheet

Fill this worksheet out and share with your Truckmount Specialist to receive the best truckmount recommendation!

Name		Company Name		Email	
Address		City		State	
Phone #1		Phone #2		Fax #	

General Information

- Time in Business: New Start-Up 1-5 years 5-10 years More than 10
- Number of Employees: _____ Types of crew(s) you run: 1-man 2-man Unsure of what is best for me
- Likelihood of adding additional truckmount packages in the future: 1-2 years 3-5 years No Unsure
- I want to trade in an older unit: No Yes – Unit Age _____ Brand _____ Model _____
- Installation Type: Cargo Van Box Truck Trailer Unsure Already have a van/trailer
Type _____ Yr _____

Business and Service Locations

- Is your business, or areas you service on a regular basis, located at high altitude (above 7,000 feet)? Yes No
- Are you in a climate that experiences regular freezing temperatures in the winter? Yes No
- Do you need to travel long distances (over 50 miles) on a consistent basis to get to many of your clients? Yes No
- Are you within 75 miles of our service center? Yes No
- Can you store your new turn-key package inside? Unsure Yes No
- Are there theft/vandalism risks in the location you will store you truckmount package? Yes No

Services You Currently Offer (or will offer in the near future)

- | | | | |
|---|--|--|--|
| <input type="checkbox"/> Carpet Cleaning | <input type="checkbox"/> Upholstery Cleaning | <input type="checkbox"/> Tile & Grout Cleaning | <input type="checkbox"/> Concrete Cleaning |
| <input type="checkbox"/> Water Restoration | <input type="checkbox"/> Fire Damage | <input type="checkbox"/> Commercial Cleaning | <input type="checkbox"/> Carpet Repair |
| <input type="checkbox"/> Apartment Cleaning | <input type="checkbox"/> Pressure Washing | <input type="checkbox"/> Carpet Sales | <input type="checkbox"/> Stone Care |
| <input type="checkbox"/> Air Duct Cleaning | <input type="checkbox"/> Wood Floor Care | <input type="checkbox"/> Mattress Cleaning | <input type="checkbox"/> Oriental Rug Cleaning |

Truckmount

- Do you currently own a truckmount(s)? No Yes – If yes, which brand(s) and model(s)
Brand _____ Model _____
Brand _____ Model _____
- Features you like about your current equipment. N/A _____
- Features you don't like about your current equipment. N/A _____
- Do you have a specific Brand and/or Model you are interested in? No Yes, Brand/Model _____
- Rate the importance of the following features – check one of the boxes for each feature.

Vacuum:	<input type="checkbox"/> Not Important	<input type="checkbox"/> Somewhat Important	<input type="checkbox"/> Important	<input type="checkbox"/> Very Important	<input type="checkbox"/> Unsure
Pump Pressure:	<input type="checkbox"/> Not Important	<input type="checkbox"/> Somewhat Important	<input type="checkbox"/> Important	<input type="checkbox"/> Very Important	<input type="checkbox"/> Unsure
Water Temperature:	<input type="checkbox"/> Not Important	<input type="checkbox"/> Somewhat Important	<input type="checkbox"/> Important	<input type="checkbox"/> Very Important	<input type="checkbox"/> Unsure
Low Weight:	<input type="checkbox"/> Not Important	<input type="checkbox"/> Somewhat Important	<input type="checkbox"/> Important	<input type="checkbox"/> Very Important	<input type="checkbox"/> Unsure
Low Noise:	<input type="checkbox"/> Not Important	<input type="checkbox"/> Somewhat Important	<input type="checkbox"/> Important	<input type="checkbox"/> Very Important	<input type="checkbox"/> Unsure
Ease of Operation:	<input type="checkbox"/> Not Important	<input type="checkbox"/> Somewhat Important	<input type="checkbox"/> Important	<input type="checkbox"/> Very Important	<input type="checkbox"/> Unsure
Space Saving:	<input type="checkbox"/> Not Important	<input type="checkbox"/> Somewhat Important	<input type="checkbox"/> Important	<input type="checkbox"/> Very Important	<input type="checkbox"/> Unsure
Fuel Economy:	<input type="checkbox"/> Not Important	<input type="checkbox"/> Somewhat Important	<input type="checkbox"/> Important	<input type="checkbox"/> Very Important	<input type="checkbox"/> Unsure
Warranty:	<input type="checkbox"/> Not Important	<input type="checkbox"/> Somewhat Important	<input type="checkbox"/> Important	<input type="checkbox"/> Very Important	<input type="checkbox"/> Unsure
Ease of Maintenance:	<input type="checkbox"/> Not Important	<input type="checkbox"/> Somewhat Important	<input type="checkbox"/> Important	<input type="checkbox"/> Very Important	<input type="checkbox"/> Unsure

• Other needs or information you would like to share: _____



Van? Box Truck? Trailer? Which is the best?

There are many factors that you should consider when choosing a vehicle in which to install your new cleaning equipment. Some of these factors include:

- The size and weight of your equipment
- Upfront investment required,
- The image you wish your company to convey;
- Whether you are purchasing a slide-in truckmount or a Direct Drive (PTO – Power Take Off).
 - Direct Drive or PTO (Power Take Off) units can only be installed in Chevy or GMC vans. For vans that are 2020 or older, they can only be installed in 6.0L V8 motors. For 2021 or newer, they can only be installed in the 6.6L V8 motor. Some manufacturers can install in the 4.3L V6. Consult your Aramsco expert for more information.
 - Slide-in units can be installed in new vans, used vans and trailers.

Other factors which should influence what vehicle you install your truckmount in include:

- What kind of climate do you live in.
 - Colder climates will require you to protect your truckmount from freezing.
 - What vehicle will fit in your garage or warehouse (especially in cold climates).
- Security issues.
 - If you install in a trailer, can you protect from theft?
- Choosing a van, truck or trailer that will not handle the weight of the equipment can be a safety issue.
 - This can also lead to increased operational costs for rapid wear of tires, suspension parts, transmissions etc.

There are four types of vehicles you can choose from:

- Cargo vans: Typically ¾ or 1 ton models with extended cargo areas.
- Box trucks: Growing in popularity especially for restoration companies because they can be customized and carry a lot of drying equipment.
- Mini-Vans: This limits your choice to the smallest, lightest truckmounts.
- Trailers: Especially applicable if you are on a limited budget and have a secure area to store it.

Each of these vehicles has advantages and disadvantages. Your Aramsco Truckmount specialist can discuss with you to help you make the right decision.

Consider all the Applications Your Truckmount Can Provide Your Company

Your investment in a truck-mounted cleaning machine is significant. There are significant diversification opportunities for using the machine you invest in. If you have not already done so, closely examine how you can expand your cleaning horizons by using your truckmount to clean surfaces other than carpet.

- Residential professional cleaning contractors can take on the role of a total cleaning service provider.
 - Truckmounts maximize cleaning power and efficiency when cleaning carpet and upholstery.
 - They are essential for initial water extraction at a water or fire damage restoration job.

The unique feature of a truckmount that contributes greatly to expanding cleaning horizons, is its ability to recover the soils and cleaning solution to a waste tank, where the collected waste can be properly disposed of.

- With the advent of a variety of hard surface cleaning tools, truckmounts are now being used to clean concrete surfaces.
 - They can be used both indoors and out for cleaning sidewalks, basements, and driveways.
- With the right attachments, they can be used in cleaning fine floors such as stone and tile.
- The vacuum recovery capabilities of truckmounts are employed in duct cleaning, wood floor cleaning, and restoration.
- The pressure washing capabilities of a truckmount will allow it to clean virtually any surface outside of the residential home.
- Cleaning professionals can now employ the cleaning power of truckmounts with the advent of “shear effect” upholstery cleaning tools to clean more delicate upholstery.
 - Historically, upholstery cleaning tools bypassed the cleaning power of truckmounts due to concerns about over-wetting. The new shear effect tools have changed that. They employ vacuum chambers that actually bring the fabric slightly up into the tool, and then force cleaning solution at high pressure and water flow, across the fabric. Older style upholstery cleaning tools, shoot the water down into the fabric and foam underneath causing over-wetting and delayed dry times. The new technology tools have allowed wet cleaning to be used safely, and successfully, on almost all upholstery fibers, including many that were traditionally either dry cleaned or low moisture cleaned. This allows for faster cleaning, reduced drying times, and more effective soil removal.



Types of Vans

There are basically four (4) classes of vans for you to choose from. Each one is listed below with a short write-up on the type of van and the best applications for it.

- **Cargo van:** Cargo vans are by far the most popular vehicle choice. They allow for a number of installation configurations and options. The two most commonly used are the ¾ ton and the 1 ton models. Each of these come in a standard or extended cargo areas. We have sold and installed thousands of truckmounts and the most popular cargo van by far is the 1-ton, extended van with the power window package. This van handles the weight of the equipment, offers additional storage space and holds up to the daily pressure put on it. We see less than 5% of installs in standard vans. When customers choose the standard size cargo area, it almost exclusively is because the extended van will not fit into their storage area/garage.



- **Box trucks:** A fast growing trend in the carpet and restoration industry is large box trucks. These trucks come in a variety of different box sizes and are customizable to your needs. Restoration companies go this route in order to carry all the drying equipment they need; however, there is also a large trend in the cleaning side. The reason for this is the need for companies to diversify. They find it is a lot easier and more profitable to add additional services (stone care, wood cleaning, duct cleaning, etc.) to an additional truck/crew. This way, the same truck/crew increases the profit per job which reduces the variable costs associated with that job. In other words – profits go up! These vans are very easy to move around in, keep equipment organized and make for a huge billboard when driving down the street or parked in a neighborhood you want to be doing business in.



- **Small Cargo vans:** Though the trend is towards large vans, occasionally it makes sense to install your equipment in a small cargo van. Van manufacturers continue developing vans that are smaller and provide better fuel economy for mobile service companies. The advantage of a small van is the lower investment, fuel savings and easy storage. The negatives include higher maintenance costs, poor performance, exceeding payload capacities, reduced safety and less room for your equipment. Your choice of truckmounts is limited to the smaller truckmount units (or a portable unit) and you limit your diversification offerings. With that said, if it fits your business model, your equipment fits safely, and the layout of your area dictates it, a small cargo van may be the best choice.



- **Used vans:** As mentioned earlier, you can often find some great deals on used vans that meet the specifications you are looking for. We often have used vans in our inventory and can help you look at other sources as well.





Trailers

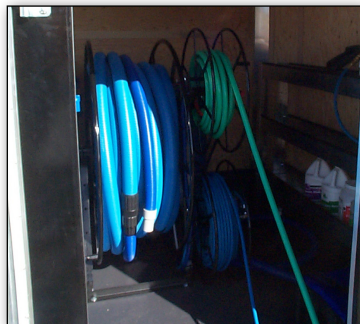
Pull-behind trailers are popular in some markets and have some distinct advantages and disadvantages.

• Pros

- ✓ You can pull it with a truck or van that you already have.
- ✓ Storage is much easier.
- ✓ Capital expense is much lower.
- ✓ Can be “dropped off” on a job and the vehicle used for something else.
- ✓ Has flexible equipment layout options.

• Cons

- ✓ Equipment more susceptible to vibration damage.
- ✓ It is harder to secure and can be stolen easier.
- ✓ It is easy to exceed payloads.
- ✓ Weight distribution is important for safe towing.
- ✓ It can be difficult training employees to tow and back-up the trailer.
- ✓ Difficult to keep warm in cold climates in order to protect your equipment from freezing.



Where can I purchase my van?

You can actually purchase your new Chevy vans, box trucks, trailers, and a variety of used vans right from us! Most of the time, we will have the best price on the same model that you can find from a dealer or fleet manager. However, we still recommend you do your homework and shop around. We will do our very best to assist you in finding the best deal. We offer vans, trailers and box trucks as a convenience for our customers, not as a profit center. You can have confidence that we will help you get the right van for the right application and for the right price. Our finance division will assist you in this area and then handle all of the paperwork.



TESTIMONIAL

Jason Florez

***A Touch of Class Carpet Cleaning
Salt Lake City, UT***

My old equipment and van were wearing out from years of solid use and it was time for an upgrade. I had originally planned on getting a used Ford van and financing on my own. I'm very thankful David and Clay at Aramsco in SLC put me in touch with the Aztec Team, before I did that.

After working with David and Clay, we decided to go with a new Apex 570 – what a rig, this thing is amazing. I filled out a credit app and turned into Jenny Elwood at Aztec who went right to work. I had a ton of questions and Jenny answered every one, quickly and patiently which meant a lot to me. Then Aztec called me back to see if they could help with anything else. This was on a Saturday mind you. They quoted me a brand new Chevy Express van for barely more than the used van I found, and got a spray in liner for me that no dealer in SLC could have matched.

I now have a new, state of the art van and equipment package with a perfect lease to fit my business needs and I couldn't be happier. Thank you to David and Clay at Aramsco SLC and thanks to Jenny from the Aztec team for putting all this together for me. This could not have gone smoother.



What makes us different?



We are committed to being dedicated, direct, and focused in order to help your business. We are here to support YOU as an independent business owner on your path to success.

We are dedicated- Aztec Financial was created to meet the financing needs of the cleaning and restoration industry. Because of our long established vendor relationships and extensive knowledge of the industry, we are able to offer what no one else can. Our interest comes in financing the best equipment in the industry and we only represent the best distributors through Aramsco. Our goal is to help your business by making growth and expansion a reality.

We are focused- We are not in the business to sell a certain product, but to get you into the best equipment for your business. We have non-commissioned associates that have actually seen and used much of the equipment you are buying.

Why finance with Aztec Financial?

1. Financing your equipment with Aztec Financial allows you to preserve your cash for future business growth opportunities or unexpected events.
2. Aztec Financial is a commercial lender with flexible contracts that do not report to personal credit, preserving your personal borrowing power.
3. Aztec Financial offers both Equipment Finance Agreements (loan product) and leases to accommodate the specific tax and ownership needs of your business.

Call your finance specialist and let them help put together a customized program for you and your business at (855) 252-7233.

In the market for a vehicle?

Aztec Fleet Sales can help you save thousands off MSRP on box trucks, cargo vans, & work trucks. Including the Ram ProMaster, Chevy express vans, and specialty built box trucks.

Fleet Benefits

1. Fast and Easy - Save time by avoiding the dealership and get your vehicle delivered right to your door.
2. Longer Warranty - Fleet vehicles come with a 67% longer warranty than retail.
3. Custom Up-Fits - Shelving, partitions, protective flooring, and more are custom designed for your business needs.

Call Aztec Fleet Sales at 855-252-7233 and build the vehicle of your dreams today.

Visit www.aztecfleetsales.com to see our full vehicle line up.

TESTIMONIAL

Forrest Jones
Elements of Restoration
Fort Lauderdale, FL

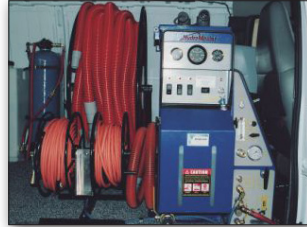
and Aztec have been a blessing to me and are an integral part of my growth as a business. Since 2009, Nicole from Aztec has personally assisted me in getting 5 different truckmount packages. I started my business with only a vision, and a mission to succeed. I had little money and was fairly credit challenged. Aztec supported that start-up with the first package I purchased and I have felt every ounce of effort they've given with their approval process, to help turn my dream into a reality.

To this day, they've stood behind every piece of equipment sold and consistently offered competitive financing options. I appreciate everything they've done for me and highly recommend that anyone considering making a purchase reach out to them. Your business will thank you for it.



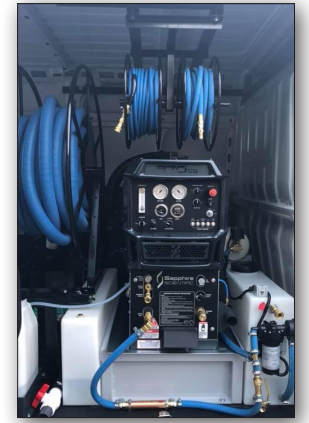
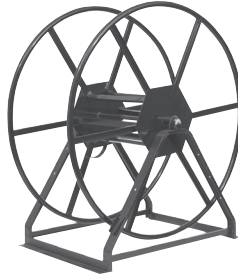
Truckmount Accessories

The right accessories make you more efficient and protect your investment. Here are a few of the most common accessories you should consider. Your Truckmount Specialist will provide you with a number of common turn-key packages.



Hose Reels

Hose reels come in a variety of different sizes and configurations to fit virtually any installation. Hose reels keep your vacuum hoses, solutions hoses and freshwater hoses clean and safe from any damage. They also make you much more efficient when you set-up and break-down at a job. Some even roll up the hoses for you – how's that for efficient!



Fresh Water Tanks

Fresh water tanks are designed to take your water with you. Many jobs have no, or limited, water supply. This way you will always be prepared. Some fresh water tanks come with hose reels for space saving benefits.



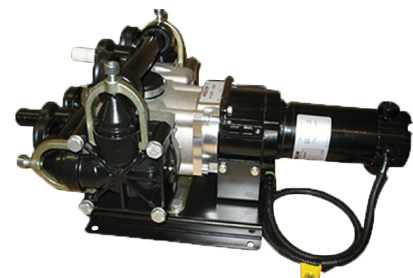
Organizers

We have a variety of shelving, racking, and tool storage options to help improve efficiency and maximize space in your van.



Automatic Pump Out

An automatic pump out (APO) helps improve efficiency because there is no stopping to empty your waste tank. In addition, it will eliminate potential fines for dumping waste water illegally.





TESTIMONIAL

Denton Cable, On Target Cleaning | Bowling Green, KY

In early 2019 we were in need of a new truckmount and wanted a specific set up and design, due to our process and how we operate. We saw many other company's installs and knew the traditional "everyone the same" set up was not going to work for us. We reached out to Loren Blackburn and his team at Aramsco Kansas City, and we're thankful we did. It was very clear this was the right place to help us with our needs. Working with Loren and the Kansas City team, we decided to go with a Sapphire 370SS mounted out the rear of the van. There were going to be several obstacles with getting this installed the way we wanted but they assured us it could be done.

We picked up our new machine package at their Customer Appreciation Day in May of 2019 and were blown away with how it turned out. Not only were they able to mount the machine out the back, but all the hoses and water softener fit perfectly as well. This left us with a MASSIVE amount of space in the middle of the van for drying equipment and other items. The waste tank and chemical shelf were in sideways behind the machine, also saving space. In addition, the water tank was mounted in a way that balanced out the weight perfectly, saving wear and tear on the van. This van is a workhorse for our company. When you're spending tens of thousands of dollars on a package, you expect all the little things to be done, and makes sure that happens. The attention to detail with this install is amazing and is greatly appreciated.

Since the day we picked up the van there has been only one issue, and that is ALL of our techs want this exact one. We are confident that Aramsco is the only company that could have pulled this off for us. We will be buying more vans with this set up in the future. If you have a dream, a specific need or crazy idea on how you want your truckmount installed, Aramsco can make it happen.



Protection

Protect your investment with important accessories. Drip trays for under your truckmount to catch spills and protect your van floor. Water softeners to protect your equipment from hard water and to make your cleaning agents go further. Hose and exhaust ports so you can run your unit with your doors closed and locked – free from theft/vandalism/liability. Much more...



Cleaning Accessories

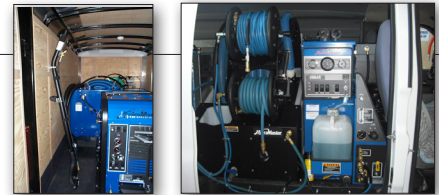
Your Truckmount Specialist will assist you in choosing the right accessories for the services you provide, and to make your jobs more professional, efficient, effective and profitable.





How do I set up my truckmount package?

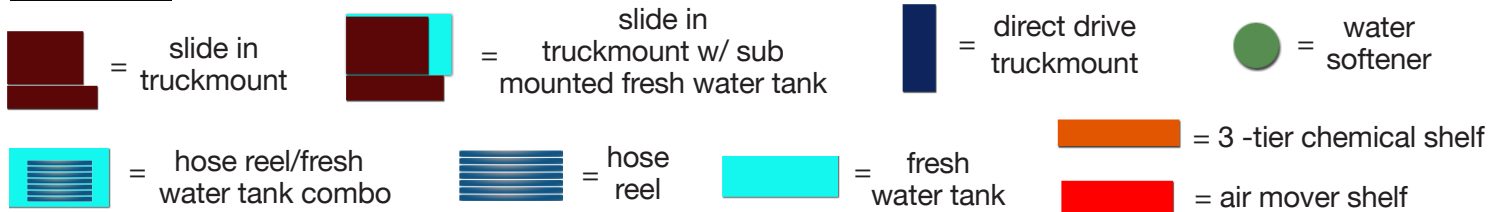
Ultimately, how your package is laid out is up to you. Part of the truckmount purchase process is for you to sit down with your Truckmount Specialist and design your installation on a graphic layout to be sure we get it right. You are the one who will be operating the unit day in and day out – it should be to your standards; however, it also needs to be to our standards. There are some things we cannot budge on for your safety. Some of these items are:



- ✓ **Proper weight distribution** of the truckmount and water tanks so your van drives appropriately and doesn't wear your springs/shocks sooner than expected or unevenly.
- ✓ **Rip plates installed** under the van to ensure that the unit and large accessories do not become knocked loose in the event of an accident. We also include an undercoating on all bolts and plates under the van so that the body of your vehicle is not compromised and subject to rust and wear.
- ✓ **We follow the strictest standards** for fuel taps on the vans in slide-in applications. It is very important to protect your pressurized fuel system to keep your van engine running efficiently. Equally important, is ensuring that the fuel tap is a solid, leak free installation to protect you and your van from a fire hazard. Every installation has to pass a multi-point safety inspection and testing before we will allow the unit to be put in to service.

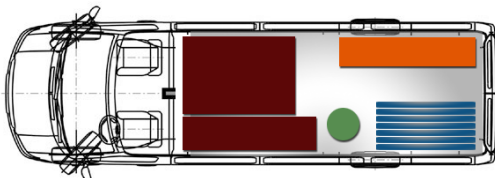
Truckmount Layouts

Key:

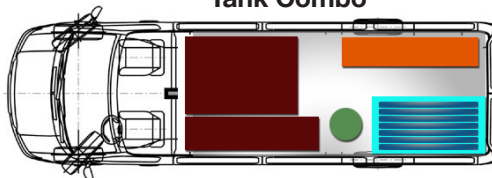


Cargo Van Common Configurations Slide-in Truckmounts

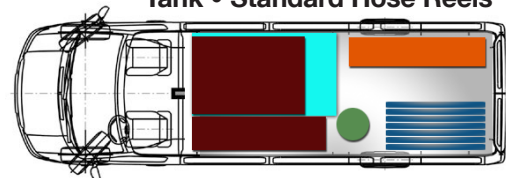
Slide-In • Traditional



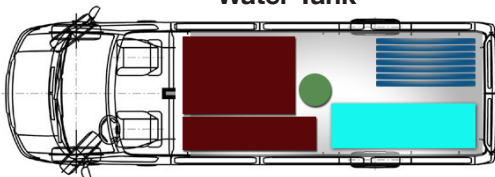
Slide-In • Hose Reel/Water Tank Combo



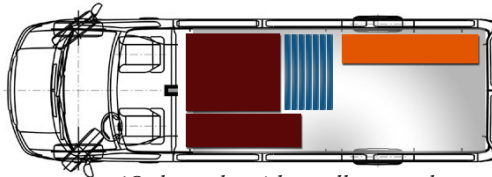
Slide-In • Sub Mounted Water Tank • Standard Hose Reels



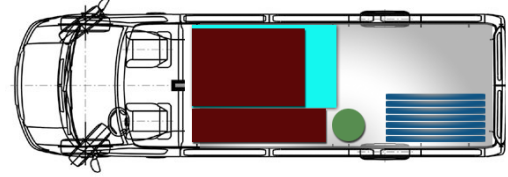
Slide-In • Over Wheel Well Fresh Water Tank



Slide-In • Hose Reel Out The Side



Slide-In • Sub Mounted Water Tank • Standard Hose Reels

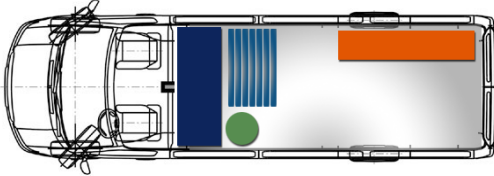


**Only works with smaller consoles*

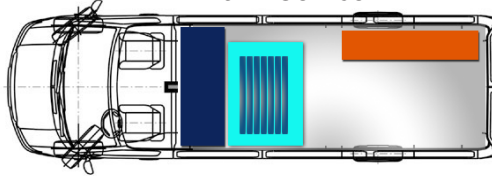


Cargo Van Common Configurations
Direct Drive Truckmounts

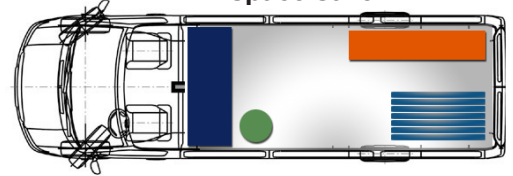
Direct Drive • Traditional



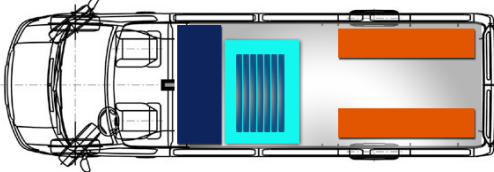
Direct Drive • Hose Reel/Water Tank Combo



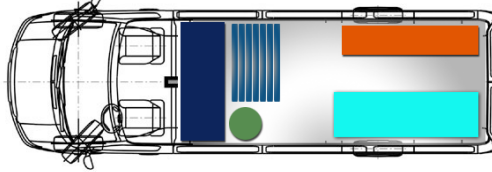
Direct Drive • Side Door Space Saver



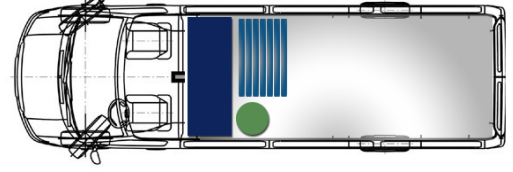
Direct Drive • Hose Reel/Water Tank • Dual Chemical Shelves



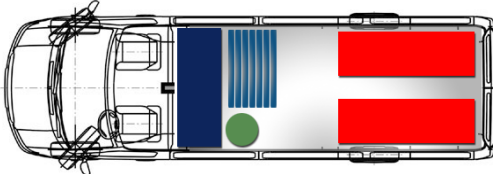
Direct Drive • Over Wheel Well Fresh Water Tank



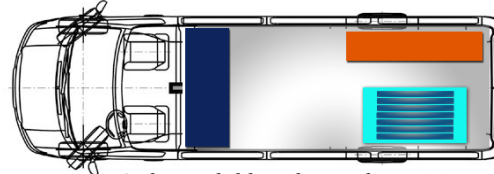
Direct Drive • Rear Door Space Saver



Direct Drive • Restoration Configuration



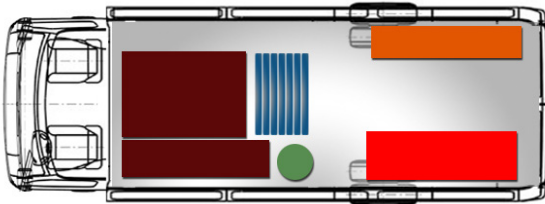
Direct Drive • Reels/Tank Combo Out The Back



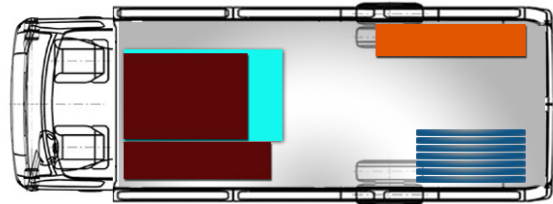
**Only available in heavy duty 1-Ton*

Box Truck Common Configurations

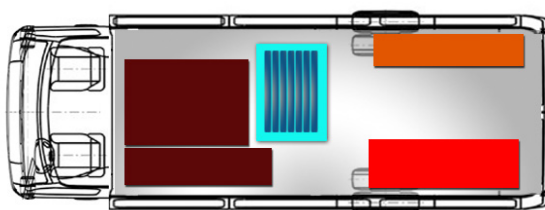
Slide-In • Traditional



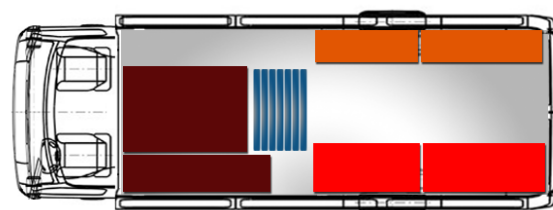
Slide-In • Sub Mounted Water Tank • Standard Hose Reel



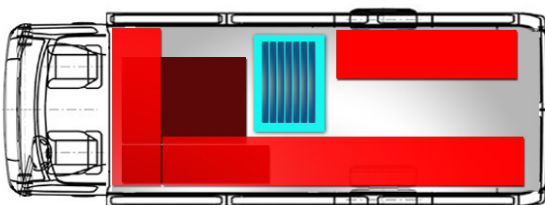
Slide-In • Reel/Tank Combo



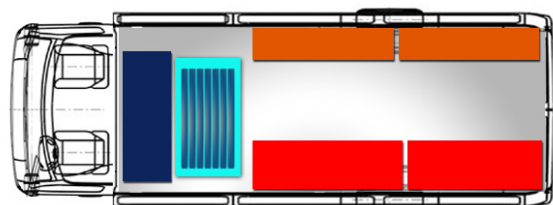
Slide-In • Loaded with Shelves



Slide-In • Restoration



Direct Drive • Reel/Tank Combo • Loaded w/ Shelves



**Shelves above machine to maximize storage.*

**Not available for all box trucks*



Keep your truckmount running like new With a Hydro-Force Water Softener!



AC39

AC40

It is not uncommon for units that have not been descaled for some time to have a 50%-70% reduction in heating efficiency. This can also cause a reduction in pressure, reducing the amount of agitation used to remove soils from carpet.

Protect your investment and ask your Truckmount Specialist about adding a water softener to your truckmount package today!



Truckmount Descaler & Neutralizer



The Hydro-Force Truckmount Descaler and Neutralizer is a 2-part descaling system that effectively descales the toughest jobs, while also being safer for the technician and environment. Step 1 removes scale and deposits from your truckmount so it can run more efficiently, and Step 2 neutralizes the acidic wastewater so you are compliant with local wastewater regulations.

Step 1 #1676-5719

Step 2 #1679-5712





Installation and Award Winning Service

A service department you can trust

The installation, maintenance and repair of your equipment is at the heart of your truckmount purchase. The right equipment installed incorrectly and/or not serviced properly will quickly become the wrong equipment. You are making money only when your equipment is running efficiently and safely. You wouldn't purchase a top of the line furnace for your home and then let anyone with some tools install it. You would want to be sure the technician that installed your furnace was well trained, certified, professional and experienced to ensure your furnace runs efficiently and safely. The same is true with a truckmount installation. You can put your mind at ease. Aramsco's award winning service and installation is performed by highly skilled, trained, certified, professional and experienced technicians who take pride in providing you with a quality and safe installation. This is confirmed by a very high customer satisfaction rating from our customers and many awards received from all the major truckmount manufacturers.

What you can expect from your installation

Your Truckmount Specialist provides the service department with your desired equipment, accessories, van information and layout. They then apply our rigorous multi-point installation standards with an emphasis on quality, safety, image and efficiency. Just a few of the items on this checklist are:

- Ensuring that the proposed layout of equipment and accessories meets proper weight distribution standards.
- Undercoating of all bolts and plates under the van so that the body of your vehicle is not compromised and subject to rust and wear.
- Safety items
 - o Rip plates installed under the van to help ensure that the unit and large accessories do not become knocked loose in the event of an accident.
 - o Proper fuel tap installation to help avoid a fire hazard and to not affect the performance of the truckmount or your van.
 - o Use of quality and approved parts.
- Each install has a 50+ item checklist to be sure that the install meets our standards, is tested properly and delivered to you in a way that exceeds your expectations.

Installation Satisfaction Guarantee

We also guarantee our installation.

If the installation does not meet the parameters of your signed installation Layout document, we will make the changes necessary to meet those parameters at no charge to you.

The Satisfaction Guarantee is for the layout only and customer must have filled out and signed the Installation Document.

Ongoing Service

Once you have taken delivery of your new truckmount, you need to be sure it stays running efficiently. This is accomplished in two main ways:

- Preventative Maintenance
 - ✓ The best way to keep your equipment running is by bringing it in for regularly scheduled maintenance. Keeping up on your regular maintenance will reduce breakdowns. To help assist you with this, every one of our NEW truckmount sales includes a Worry Free Maintenance program that is free for the first year! See **page 17** for more detailed information on all of our warranties.
- Quick, professional and quality repairs
 - ✓ We would like to tell you that your equipment will never break down; however, that is simply not true. The important thing is that when it does breakdown, you have as little downtime as possible. We only sell the best equipment with the best track records to try and reduce this fact of life as much as possible.
 - ✓ With our qualified technicians, massive parts supply, resources, experience, **24-hour Emergency service** and desire to keep you up and running, you can rest easy knowing that our team will take care of you professionally and as fast as possible.
 - ✓ We follow the strictest standards for fuel taps on the vans in slide-in applications. It is very important to protect your pressurized fuel system to keep your van engine running efficiently. Equally important, is ensuring that the fuel tap is a solid, leak free installation to protect you and your van from a fire hazard. Every installation has to pass a multi-point safety inspection and testing before we will allow the unit to be put in to service.



Delivery and Training

Don't worry; we will not abandon you after the sale. In fact, the best value of our partnership comes after the sale. We want to partner with you to help you be successful. Yes, it is a little self-serving; however, the bottom line is that if you are not successful, you won't buy products and product sales are what makes our business successful. Here is what you can expect after your equipment package purchase:

Initial Equipment Training

Before you leave our facility, we will run through a number of training items to be sure that you completely understand the operation, maintenance, safety and layout of your equipment. You will learn

- Set-up and breakdown of equipment and accessories
- Equipment start-up and shutdown
- Equipment components
- Maintenance
- Safety
- Troubleshooting the equipment
- Proper weight distribution of the truckmount and water tanks so your van drives appropriately and doesn't wear your springs/shocks sooner than expected or unevenly.

On location Training

We will also come spend time with you on an actual job site to assist you in the operation and use of the equipment/accessories. We will even give you tips on customer service, selling additional services, efficient set-up techniques, etc.

Truck Mount Operation/Maintenance Training Customer



Done	Who	Date	Truck Mount System	Explain and Show	Resources
	Service Mgr		Before Starting Truck Mount	<ul style="list-style-type: none"> • Check Truck Mount Engine oil. • Check H/P Water Pump oil. • Check Blower oil. 	<ul style="list-style-type: none"> • Owner's Manual • ILS Service Dept
	Service Mgr		Startup & Shutdown	<ul style="list-style-type: none"> • Proper Truck Mount Startup & Warm-up Procedures. • Truck Mount RPM Settings, Control(s) & Gauge. • Truck Mount Cool-down and Shutdown Procedures. • Vacuum Blower Lube Port Lubrication Procedures. • (CDS) Drive system, Clutch, Driveline, Belt. 	<ul style="list-style-type: none"> • Owner's Manual • ILS Service Dept
	Service Mgr		Water Supply	<ul style="list-style-type: none"> • Water Supply System(s) & proper use. • Supply Hose Connections. • Water Softener use & maintenance. 	<ul style="list-style-type: none"> • Owner's Manual • ILS Service Dept
	Service Mgr		High Pressure Water System	<ul style="list-style-type: none"> • Water Pump, Clutch, Water Box, Hoses & Belt(s). • Water Pressure Control & Gauge. • Water Pressure Regulation. 	<ul style="list-style-type: none"> • Owner's Manual • ILS Service Dept
	Service Mgr		Water Heating System	<ul style="list-style-type: none"> • Solution Heating Process & Temperature Control. 	<ul style="list-style-type: none"> • Owner's Manual • ILS Service Dept



TESTIMONIAL

Brian Cross
Cross Valley Cleaning
Bellevue, ID

When I had a cam shaft fail on my Chevy van, I took it to the guys at Aramsco in Salt Lake City. Even though they are five hours away, they are the only people I trust with my livelihood. They disconnected

the Pro1200 from the engine and coordinated repairs with the local Chevy dealership. These guys went above and beyond taking care of me. They shuffled my van around town, getting it fixed and back to me, so I could get back to work with minimal loss of income. All repairs worked excellent right out of the gate. I'm so happy the people at Aramsco know their stuff and took care of me and my equipment! Well worth the drive!

Business Support Training and Resources:

Need some direction on your marketing? Hiring a new tech and need to understand compensation plans? What software should you run? Are you charging enough? We have a wealth of resources for you to draw from for virtually every aspect of your business. Consult your Truckmount Specialist on how to tap into our deep well of industry specific resources.



TESTIMONIAL

Rick Pidcock
Integrity Floor & Window Cleaning

Aramco has given me the chance to fulfill my dream of having my own growing business. My salesman did a great job of finding a machine and financial plan that fit my situation perfectly. The best part about Aramsco is the people. They do more than just sell to your business. They actually care about it. I have made more money off of the training I have received from Aramsco than from the training I received in four years of college.



Protecting Your Investment

AramSCO provides you with the **most complete** and **valued protection** in the industry. It is our desire that you are completely satisfied with the purchase, installation and performance of your new truckmount. Check out the complete protection you get when you buy your new truckmount from AramSCO...



Additional Peace of Mind Protection

Worry Free Maintenance

All NEW truckmount purchases come with a **free 1-year Worry Free Maintenance Program worth over \$1,400!** Regular maintenance on your equipment can mean the difference between keeping your machine running smoothly and performing at a high level or being broken down and operating at a poor performance level. We have made it a no brainer for you to get your maintenance done.

Oh, and don't worry, part of the program is reminding you when these services are due with a convenient service card on your machine and a friendly phone call from our staff. We believe the service you receive after the sale is more important than the purchase itself – **another peace of mind feature only at AramSCO.**

24 Hour Emergency Service

You don't only work 8-5 Monday through Friday so what do you do when you need assistance from your supplier who is closed? Well, at AramSCO, you just give us a call. That's right, **we are available 24-7** for emergency repairs, technical support, product support and much more. All you do is call our number and you will get instructions on how to get in touch with one of our representatives. **We feel it is important for your supplier to work as hard as you do!**





Aramco Protects Your Investment

The Beginning of a Partnership - Training and Application

Taking delivery of your equipment is the beginning of our partnership with you. Our service does not stop on delivery of the machine. We are dedicated to helping you be successful in all aspects of your business and all applications for your truck-mounted equipment. We want to make sure that you get the most out of your new equipment; therefore we will spend time with you going over the operation, maintenance, and use of your cleaning equipment, tools and accessories. We will also go over with you the complete set-up and tear down of your cleaning equipment.

Our Goal is Your Complete Satisfaction with Your Purchase

Your local Distributor is part of the largest network of truckmount specialists in the world. It is our desire that you are completely satisfied with the purchase, installation, and performance of your new truckmount. We service what we sell and stand behind you as our customer. We sell the best equipment in the industry and it is installed by qualified and experienced technicians. With that said, even the best equipment can have a failure and the best technicians are human. In the rare event that happens, we will do everything within our power to get it working right and make it right for you. Our goal is your complete satisfaction with your purchase.

On-going Service and Support

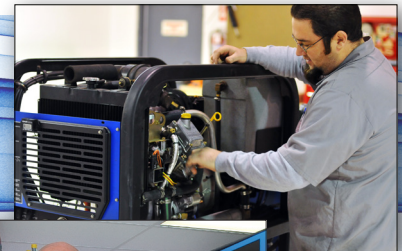
We will also be there to service and maintain your equipment long after the warranty has expired. Your truckmount investment will serve you for years to come and thousands and thousands of hours when properly maintained according to the manufacturer's recommended maintenance frequencies.

PRODUCT

PEOPLE

PERFORMANCE

PROTECTION



TESTIMONIAL *Sean Fisher, Bio Clean | Riverside, CA*

Serena, I just wanted to send you a note stating, I LOVE MY NEW 870!!!!!!!

I cannot believe the difference in the performance of this machine compared to others. The unit is very user friendly and convenient with the different settings, all at my control. The heat is amazing, not only how fast it heats up but how well it maintains, AND, I'm not filling up my waste tank. Not only is cleaning more efficient but the carpet dries much faster than with other units. After only a few jobs, I can already feel and see the difference. I could not be happier about this purchase. If you ever need me to convince anyone

that is thinking about buying one, please give them my number.

I also want to thank you from the bottom of my heart in helping me get this 870. I will always be in debt to you for going the extra mile. I hope that corporate knows what a great manager you are and also the staff that you have working for you. Thank you again and look forward to seeing you soon.





The Amazing FLEX Family!



Flex Powder

Heavy Duty Carpet Prespray

A HOT, ultra concentrated, Citrus Solv enhanced, high alkaline prespray for carpets needing a restoration cleaning.

#CC21A



Flex Ice

Powdered Neutralizing Extraction Rinse

No matter what prespray is used, and no matter the carpet or upholstery fiber, Flex ICE leaves the fiber exquisitely clean and at a neutral pH.

#CC19A



Flex

Heavy Duty Traffic Lane Cleaner

Flex is what you need when it's time to bring in the heavy artillery. Flex dissolves soils and oils so quickly, that on some carpets, you can actually see it working.

#CC22GL



Flex Fire

Powdered Alkaline Extraction Rinse

Flex FIRE extraction rinse is a high pH rinsing solution designed specifically for exceptionally soiled commercial carpet when all others have failed.

#1627-4983



BRIDGEPOINT
SYSTEMS

See the incredible results when you team up Flex Powder and Flex Ice to rejuvenate dingy greasy carpets to like new!

Photo courtesy of Benjamin Hildebrand.





Your #1 Choice for truckmounts
Product • People • Performance • Protection

Your complete guide to buying a truckmount.