

Industry News

UAMCC Appoints Robert M. Hinderliter as Environmental Consultant

Carlos Gonzales, Transition Team Leader of United Association of Mobile Contract Cleaners, announces the appointment of Robert M. Hinderliter as the Environmental Consultant of UAMCC. Robert's primary responsibility has been to develop and implement an environmental policy for UAMCC that is good for municipalities, good for contract cleaners, and good for the environment. Robert's second assignment was to represent the UAMCC at the April "Power Washing and Vehicle Detailing Stormwater Workshop" held by the city of Charlotte, NC. Robert was to present "Best Management Practices for Containment and Disposal." For more information, go to www.uamcc.org.

John Geittman Passes

John Klas Geittman passed away on April 24, 2009 at the age of 62. He had served as a regional manager for several companies in the pressure washer business, and was a source of knowledge for many people in the industry. John had more than 28 years of selling experience in the pressure washer business. His background included distribution sales, service management, and regional sales management. Years ago, John ran his own pressure washer distributorship in California. He was an avid golfer and a member of the Moose Lodge. Delco will be working with CETA to establish a scholarship in John Geittman's name.



Jet Edge Celebrates 25th Anniversary

Jet Edge, Inc., a manufacturer of industrial waterjet cutting and surface preparation systems, is celebrating its 25th anniversary in the waterjet industry in 2009.

Jet Edge entered the waterjet industry in 1984 as a manufacturer of 55,000 psi waterjet intensifier pumps for precision waterjet cutting and 36,000 psi waterjet pumps and equipment for mobile waterjet cutting, cleaning, and surface preparation applications. The company is now a global designer and manufacturer of waterjet systems for precision cutting, surface preparation and coating removal. Its systems are used around the world in a broad range of industries.

"Jet Edge's success over the past 25 years can be attributed to our phenomenal customer loyalty and our

company-wide dedication to providing quality products and outstanding customer support," said Jude Lague, Jet Edge president. "We are very proud of the fact that 97 percent of our customers say they would buy from Jet Edge again. That speaks volumes of our products and our employees."

Attendance Off at ARA Show

Rental industry media have reported that attendance was off considerably at The Rental Show put on in Atlanta in March by the American Rental Association (ARA). To its credit, the ARA did not seem to get much blame for the attendance decline, and the show was said to be well-organized. The attendance decline was attributed by most to an unexpected snow storm that interfered with air travel, combined with the soft economy that has dealers wanting to unload equipment rather than buy more.

The Rental Show for 2010 will be held Feb 8-11 at the Orange County Convention Center, Orlando, FL.

Sun Brite Supply Hosts Contractor Roundtable

This past April, Sun Brite Supply, Lawrenceville, GA sponsored a weekend roundtable at the Hyatt Place in Duluth, GA. The two main focal points of the roundtable were effective marketing and add-on services. Contractors from more than a dozen states gathered to network and learn from presentations covering topics such as designing an effective website, comparison of advertising media, negotiating with credit card companies, and landing commercial accounts.

Add-on services were covered in depth, with presentations including window cleaning, roof repairs, ice dam removal, under-deck ceiling installation, graffiti removal, concrete staining, and sealing buildings and flatwork after cleaning. A panel session covered pricing and methods, and a demonstration tested five different cleaning chemicals in a blind test.

The United Association of Mobile Contract Cleaners (UAMCC) was presented to attendees, and that association's Robert Hinderliter delivered a presentation highlighting their work toward "reasonable and rational environmental regulations."

Prizes were given out, and social activities included playing pool and "redneck horseshoes" Georgia-style (toilet seats tossed at a plunger-handle pole).

A 20 hp hot water skid machine was displayed, and it will be won by a lucky contractor at the next roundtable later this year in Myrtle Beach. "We love being a part of the pressure wash community, and this is one of the most fun ways to give something back to the community of contractors," said Pete Marentay of Sun Brite.

Note: Industry News submissions should be emailed to garyw@adpub.com or mailed to Industry News, 2175 Clarke Drive, Dubuque, IA 52001-4125. Photos are optional. [cr](#)