

The Carpet Cleaner's Start-up Guide

- For new Carpet Cleaning Businesses -

This comprehensive guide was created to help anyone wishing to start a new carpet cleaning business. It will guide you through machine and equipment options, accessories, complete packages, training, leasing, and will hopefully clarify any questions you may have.

Machine Packages

Solution Packages

Accessories

Training Schools

Leasing Options



Choosing the Right Machine

After deciding on your company name, picking a machine will be the next step. This easy to follow guide will help you to choose the right path for you and your company.

There are many different machine options on the market and they all have different specifications. It can be a lot to take in and understand when you are just starting out.

This guide will make that a little easier!

Here are 7 questions to consider when making your decision:

1 What services do you plan to offer?

Carpet cleaning is not the only option - upholstery, rug, curtain and hard floor cleaning are also options for the focus of your business, but will impact your machine choice. You may need a higher psi* pump for some equipment, or attachments for specific purposes.

*PSI - This refers to the water pressure produced by the Pump. A high psi doesn't necessarily mean that the machine will do a better job - there are many other factors that contribute to a machine's over-all capability.

Carpet Cleaning

If the main focus of your work will be carpet cleaning, then a machine upwards of 150psi will be adequate for your jobs. All of our machines work at 150psi or more.

Upholstery, Rugs & Curtains

A machine with a 100psi pump will also allow you to cope with wet-cleanable upholstery, rugs, and curtains. If you decide to choose a machine that has a higher psi, you can reduce the pressure for more delicate fabrics.

Hard Floor Cleaning Tools

Rotovac -

For hard floor cleaning, you will want to use the Rotovac 360i. This machine is used instead of a carpet wand. It has interchangeable heads for carpet, commercial, and hard floor cleaning to ensure that diversity, in services you can offer, is always an option for your company.

Gekko Tools & Cheetah Pads -

By choosing a machine with a 600psi pump, you will be able to use the Gekko range of hard floor cleaning tools. Along with some additional equipment such as the Cheetah Pads you will be able to offer stone restoration.

Hydroforce SX -

If you would like to offer commercial hard floor cleaning then the Hydroforce SX-15 and SX-7 tools are perfect for this but you will need a minimum of 1000psi for the tools to work sufficiently.

Choosing the Right Machine

2 What's your budget?

This could be argued as the most important thing to consider! Don't forget when you are working out your machine budget to factor in any solutions, accessories, training and marketing that you will need to pay for.

Many new start-up's choose Leasing to finance their equipment to help them with their cash flow for the first few years. Make sure if you look into leasing that you discuss the ownership at the end of the lease!

3 What type of vehicle will you be using for your business?

Most machines will fit easily into a smaller van such as a Citroën Berlingo however if you plan to also carry a Rotovac, some other accessories and cleaning solutions you may find there isn't a great deal of room but this can still work perfectly well with good organisation.

You may find it easier in a larger van but this will increase your budget and may be something to consider further down the line when you have a stable client base.

4 Who will be using the machine?

Will you be the main user of the machine, or will you have staff working for you?

Seeing the machines coming into our workshop we tend to find that staff don't look after the equipment as well as the owner will. (As is true in many businesses and industries.)

Many of the owner/operator businesses that come to us for regular servicing and repairs have had their machines for many years. Even after 10+ years of use they still look amazing and retain their performance.

We also have some machines that are used by technicians and need to be thoroughly cleaned before we can test them to find out why they have broken, again.

If you plan to have technicians working for you, the roto-moulded machines may be a better choice. They are super robust if in the hands of techs (who may not be as careful with the equipment as you would).



Choosing the Right Machine

5 Manoeuvrability V. Power

If you will be cleaning an area with lots of stairs and no lift access, such as a townhouse or flats, then it be a good idea to choose either a lighter weight machine so that it can be lifted, or a higher psi machine, so that you can run longer hoses.

6 Heat and Airflow

High Heat is important for jobs such as an end of tenancy. A machine with in-line heat will give you almost instant heat, this will reduce the set up time and help get better results when cleaning. Some end of tenancy properties may have the heating/hot water turned off, so having instant heat from your machine will make your life much easier.

Airflow is created from the suction of the Vacuum motors, greater airflow allows you to run more hoses and will help leave the carpets dryer which will reduce drying times needed before furniture/occupants can move back into the room. Airflow can be improved by upgrading to twin or triple vacuums.

7 Appearance

You may not feel this is important but potentially this will be your main piece of equipment that you will use every day for the next 5, 10, 15 or even 20 years!

You will also be taking this into your customers homes and you will be judged on it, so make sure you take good care of it and keep it looking clean and tidy.

As an optional upgrade the fibreglass machines can be build it other colours rather than the standard white. The decals can also be personalised with your own company logo and colours.

If you have the opportunity then try the machines out for yourself to get a feel for what you like and find comfortable using. There are always upgrades and options for different machines to suit what you like and need.



Training

Anyone can hire a carpet cleaning machine and have a go at making a carpet look clean (quite often finding it's a bit of a nightmare!) But you need professional training if you want to do a good job and do it well. As part of our packages we include training; from basic hands-on courses to internationally approved courses followed by accredited exams. Basic equipment training is given when you collect your equipment. We then hold our NCCA and IICRC approved training schools throughout the year, so you can choose dates that suit you. Carpet cleaning is easy once you have learnt how to identify what you are cleaning and how to clean it safely. The one thing we can't sell you is experience! After the hands-on training course you will be confident enough to start cleaning and gain some valuable experience. Adding further training will enable you to add on extras such as specialised spot & stain removal or leather cleaning.

FREE Equipment Training:

Free basic machine training is done one-to-one, normally when you collect your machine for the first time. We want to make sure you're confident with all the equipment. We will show you:

- How your equipment works
- How to prepare it for work
- How to use it properly
- How to keep it in tip-top operating condition

Free with every machine purchase (when collected from our site in Royston)

Hands-On Training:

- Basic Equipment Training
- 1 Day Hands-on Carpet Cleaning
- 1 Day Hands-on Upholstery Cleaning
- 1 Day Advanced Spot & Stain Removal

One day's training can be included Free with your machine purchase - or £100 worth of Alltec cleaning solutions, it's your choice!

Buy all three one-day schools together and save 20%.

Specialised & Accredited Training:

- Three day NCCA Entry Level Course and Exam, including your First Year's Membership on us!*
- 1 Day Fine Fabrics Identification & Cleaning
- 1 Day Leather Identification & Cleaning
- 3 Day IICRC Rug Cleaning Technician**
- 2 Day IICRC Complete Carpet Technician**
- 2 Day IICRC Upholstery & Fabric Technician**
- 2 Day IICRC Commercial Care & Maintenance Technician**

* - Application fee and exam fee included

** - IICRC - Optional exam at the end of the second/third day - exam fee £50 payable direct to instructor on the day

Book more than one person from the same company, or more than one training school together and save 20%.

Machines



SMALLER CAPACITY, LIGHTER, MID RANGE, LOWER BUDGET OPTION.

The ALLTEC EXPRESS is a compact, light-weight, and robust carpet cleaning machine - as well as being our quietest machine. Perfect for spot cleaning and noise sensitive environments. Powerful enough to be your main cleaning machine, but also small enough to be ideal for the professional car valet, in-house cleaning crew, or those with limited storage space. Fits in the back of most estate or hatchback cars - the large rear wheels, and ergonomic design, enables easy load & off-load.

The Express comes with 150psi pressure, twin 5.7 3-stage powerful vac motors, and twin 2kw in-line Heaters (optional upgrade to 220psi pump & in tank heater available).



LARGER CAPACITY, HIGH SPEC, VERSATILE ALL- ROUNDER, MID PRICED OPTION

The ALLTEC ADVANCE 600 is our best-selling machine of all time, standing the test of time for the past decade. This machine truly puts you in control; large capacity, powerful solution pump and vacuum motors for effortless cleaning. This machine is perfect for professional carpet and upholstery cleaning (also available from 100psi upwards).

The ADVANCE 600 is the quieter of our large machines. It features an adjustable 600psi pump and high air-flow twin vac 5.7 vacuum motors. This, together with the ADVANCE 600's large capacity tanks, makes light work of both domestic and commercial cleaning.



LARGER CAPACITY, HIGHEST SPEC AND PERFORMANCE, TOP OF THE RANGE OPTION

The EVOLUTION is our most popular machine! With the highest specifications as standard, this is the machine most sought after by carpet cleaners!

More powerful than regular twin vacs, the twin high-power electro motors give maximum solution recovery and quicker drying times.

Twin 2kw in-line heaters, plus opt. in-tank heater, give you flexible heating control - controlled temperature or instant maximum-heated water.

Variable high-pressure 600psi pump allows you to clean carpets, upholstery, and hard floors (using the Rotovac 360i or Gekko Range of Hard Floor Cleaning Tools*).

Solutions

Generally, carpet cleaning solutions are one of the lowest costs of running your business. You can clean a whole house for between £2-£5, with a charge of £150-£300. The only time it will cost you more is if there are stains, you can be prepared for these with some spot & stain removers. One of the best up-sells/profit-boosts is stain protection - quick & easy with Alltec Fabric Protectors. It will take you minutes to apply and you would normally charge a minimum 50% premium.

Standard Package

Item
Professional Spotting Kit
Envirosafe Pre-Cleaner 5L
Ultimate Master 4KG
Citrus Pre-Spray 5L
Citrus Fabric Pre-Wash 1L
Acid Rinse 5L
Anti Foam 1L
Master Stain Remover 1L
Tea & Coffee Stain Remover 1L
Chewing Gum Remover 1L
Specialist Stain Remover 500ml
Odour Clear (any fragrance) 5L
Odour Kill 1L
Traffic Lane Cleaner 5L
Water Based Protector 5L

Buy a complete package and receive a discount

Professional Package

Item
Professional Spotting Kit
Own label Eco Spotters x 20
Envirosafe Pre-Cleaner 5L
Ultimate Master 10KG
Citrus Pre-Spray 5L
Citrus Fabric Pre-Wash 1L
Acid Rinse 5L
Anti Foam 1L
Master Stain Remover 1L
Tea & Coffee Stain Remover 1L
Chewing Gum Remover 1L
Specialist Stain Remover 500ml
Odour Clear 5L
Odour Kill 1L
Protein Spotter
Leather Cleaner 500ml
Leather Refinishing Cream 500ml
Solvent Ink Remover 500ml
Dri-Sol 5L
Traffic Lane Cleaner 5L
Solvent Based Protector 5L
Water Based Protector 5L

Current list prices can be found online at www.alltec.co.uk

Expert Package

Item
Professional Spotting Kit
Own label Eco Spotters x 20
Envirosafe Pre-Cleaner 5L
Ultimate Master 20KG
Citrus Pre-Spray 5L x 2
Citrus Fabric Pre-Wash 1L
Acid Rinse 5L
Anti Foam 5L
Master Stain Remover 5L
Tea & Coffee Stain Remover 5L
Chewing Gum Remover 5L
Specialist Stain Remover 500ml
Odour Clear 5Lx2 (any fragrance)
Odour Kill 1L
Hydrogen Peroxide 500ml
Ammonia Solution 500ml
Rust Remover 500ml
Advanced Spot Remover 500ml
Dry Cleaning Solvent Spotter
Protein Spotter
Leather Cleaner 500ml
Leather Refinishing Cream 500ml
Solvent Ink Remover 500ml
Dri-Sol 5L
Traffic Lane Cleaner 5L x 2
Solvent Based Protector 5L x 2

The more you buy, the more you save!

Accessories

As well as your machine, you will need some accessories to help you set-up, prepare and clean. We recommend our *Standard* package as a minimum to ensure you have all the essentials you need to do the job. However, to make your life easier than the *Professional* package has a bigger selection of accessories, including a high quality in-line sprayer for easy & quicker pre-spraying. Of course we then have our comprehensive, top of the range *Expert* package contains an extensive list of essential & useful accessories plus the Rotovac 306i for the ultimate cleaning power - clean quicker and more effectively, every time!

Standard Package

Item
Clear Hand Tool (ext jet)
Extension Hose (50mmx7.5m)
Safety Respirator
Respirator Cartridges
6L Budget Pump-Up Sprayer
Water Bucket (1xblack & 1xyellow)
Spotting Bone Spatula
1L Venus Pump-Up Sprayer
Tamping Brush - Large
Grandi Brush
Canvas Tarpaulin
Furniture Tabs 3" (1000)
Premium Furniture Blocks (4x72)
Small Furniture Sliders
Overshoes

Professional Package

Item
Clear Hand Tool (ext jet)
Extension Hose (50mmx7.5m)
Safety Respirator
Respirator Cartridges
6L Orion Pump-Up Sprayer
Water Bucket x2 (1xblack & 1xyellow)
Spotting Bone Spatula
1L Venus Pump-Up Sprayer
Upholstery Bonnet Mitt
Tamping Brush - Large
Grandi Brush
Canvas Tarpaulin
Furniture Tabs 3" (1000)
Premium Furniture Blocks (4x72)
Clear upholstery Tool (+hide-a-hose)
Inline Sprayer (pre-spray)
Caution Sign: Wet Carpet
Wand Glide
White Terry Towels (10)
Dual Upholstery Brush
Grandi Groom
Corner Guard x2
Large Furniture Sliders
Small Furniture Sliders
Overshoes (50 pairs)
pH Strips
Sticky Tabs (roll of 340)

Expert Package

Item
Clear Hand Tool (ext jet)
Extension Hose (50mmx7.5m)
Safety Respirator
Respirator Cartridges
6L Orion Pump-Up Sprayer
Water Bucket x2 (1xblack & 1xyellow)
Spotting Bone Spatula
1L Venus Pump-Up Sprayer
Upholstery Bonnet Mitt
Tamping Brush - Large
Grandi Brush
Canvas Tarpaulin
Furniture Tabs 3" (1000)
Premium Furniture Blocks (4x72)
Wand Glide
Lift Buddy
Revolution Inline PreSprayer
Caution Sign: Wet Carpet
Clear upholstery Tool (+hide-a-hose)
White Terry Towels (10)
Dual Upholstery Brush
Grandi Groom
Corner Guard x2
Large Furniture Sliders
Small Furniture Sliders
Overshoes (50 pairs)
pH Strips
Sticky Tabs (roll of 340)
Gum Getter
Rolling Tape Measure
Hand Fit Horsehair Brush
Water Claw Spot Lifter
Rotovac 306i + Carpet Head

Leasing

How Can I Finance my Business?

Once you have chosen your equipment you can price it up on our website, or we can provide a full quotation with any discounts available, then you will know how much you might need to borrow. Decide how much you can afford to pay back monthly and then look into all your options to decide which will work best for you.

Leasing is the most tax effective of all the borrowing methods as all rentals can be offset against tax at the end of each year. VAT is charged only on each monthly payment rather than in one lump sum on the total. The equipment being leased will be held as security for the loan – not tying up your house.

All payments are fixed for the agreed period, thus allowing more accurate cash flow forecasts. Leasing offers lower rates than Hire Purchase or normal bank loans.

The agreement may be terminated before the end of the term, but all outstanding payments will be payable immediately. Although you do not own the equipment throughout the agreement, you are still responsible for arranging its maintenance and insurance. Once the term has been complete the title of the goods (ownership) will pass to you, usually with a one-off documentation fee from the leasing company.

Small Business Grants are available to some start up's depending on your circumstances and location, have a good search on the internet to see if you can qualify for any extra help!

Leasing Examples (Estimated)

Entry Level

Example Items & Package Price	
ie Express of Aqua 40	
Standard Solutions	
Standard Accessories	
Basic Equipment Training	
Total Package Price	£2750 + VAT
Monthly repayment*	£105 + VAT

Mid Price

Example Items & Package Price	
ie Advance 600 or Elite 600	
Professional Solutions	
Professional Accessories	
3 Days Hands-On Training	
Total Package Price	£4600+ VAT
Monthly repayment*	£175 + VAT

Top Range

Example Items & Package Price	
Evolution inc Remote Control	
Expert Solutions	
Expert Accessories	
Specialised & Accredited Training	
Total Package Price	£8000 + VAT
Monthly repayment*	£300 + VAT

*Figures shown are the monthly repayments amount over 3 years and are based on a business trading Less than 3 years (homeowner). Figures will vary according to status. Deposit is usually 3 months rental up front, with a final transfer payment equal to one months payment.

These packages are a guide and can be tailored to suit your needs. Prices shown are a rough guide and are not an accurate quotation. All current prices can be found on our website and are subject to VAT @ 20% and delivery costs where applicable. Please email us for a bespoke quotation to suit your needs. info@alltec.co.uk

For a complete leasing quote or to make eligibility enquiries you can contact Time Finance on 01942 408520 or you may use any leasing company that suits your requirements - we are happy to work with any provider