

# The TREND

Published by  
International Chemtex Corporation  
2007 Volume 6

## INDUSTRIAL DRAIN AND GREASE TRAP CLEANER

- ◆ Have you made your reservations yet for the 2008 Chemtex National Sales Meeting? We're planning an excellent agenda covering a combination of technical and sales topics—more on that in future mailings. In the meantime, check out the great location for the meeting—the Gaylord Opryland® Resort and Convention Center in Nashville on their website at <http://www.gaylordhotels.com/gaylordopryland/>. Make your plans to be there!
- ◆ This month we begin adding Ancillary products to the Chemtex Test Kit and Reagent Catalog. Bac-10, Chemtex's new drain and grease trap cleaner featured in this issue is now in the catalog. Also included are RuStop, Chemfilm MXP and Resin Cleaner. The first catalog page with these Ancillary Products is on the back page of this issue.

### Watch For:

- ◆ The next issue of *The Trend* features an informative article on softener resin. The article will discuss everything from resin functionality, resin analysis, resin cleaning and resin maintenance. This will be a must read for you *and* all of your customers who depend on softeners for effective pretreatment of boiler or cooling water make-up or facility service water for laundries, kitchens or domestic water.
- ◆ Coming soon—another product promotion with the opportunity to earn great prizes while you increase sales \$! Watch your mail and e-mail for details!

Have you tried Bac-10 yet? If you have, you probably already know how effective this new product is at keeping drains clean and flowing freely. If you haven't, you could be in for a pleasant surprise.



Bac-10, a new product from International Chemtex, is an aqueous solution of four specially selected, naturally occurring bacteria. The bacteria in Bac-10 eat grease, oil, protein and other organic matter that clogs drains and causes annoying back-ups. Used regularly, Bac-10 frees up drains and keeps them clean.

But did you know that Bac-10 is more than just a drain cleaner? This versatile product does much more—check out the other ways you can put

# Bac-10

to work...

**CHEMTEX**  
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# Bac-10

**has dozens of uses in institutional and industrial facilities *and* in the home:**

**Sinks and drains:** Use Bac-10 daily for badly clogged drains. When drain is clear, use twice weekly to keep drains flowing freely.

**Grease traps:** Apply daily. If trap has not been recently cleaned, add 16 ounces of Bac-10 to a sink or floor drain farthest from the trap. When trap is clean, daily Bac-10 additions will keep them that way.

**General odor control:** Remove stains and odors caused by organic solids. Bac-10 will eliminate odors caused by vomit, spoiled food, trash, urine, fecal matter or waste in areas such as dumpsters, garbage cans or other hard surfaces. Apply Bac-10 directly on the area using a pump-type or hand sprayer and allow the bacteria to digest the odor source while the pleasant fragrance immediately neutralizes the odor.

**Carpet and upholstery:** Remove solids as thoroughly as possible by cleaning or vacuuming prior to application of Bac-10. When solids are removed, spray Bac-10 to affected area and re-apply as necessary to keep area moist for at least 30 minutes. Repeat if odor persists. Bac-10 can also be used in conjunction with most carpet cleaning methods, including hot water extraction and shampooing. Use ½ to 1 pint of Bac-10 per gallon of water in place of usual cleaning solution.

**Septic tanks:** Add one pint per 25 cubic feet of capacity for the initial treatment. Thereafter, use eight ounces per week. Pour directly into toilet and flush. If septic tank is clogged, add one gallon of Bac-10 directly to the tank through the clean-out pipe.

**Portable toilets:** Pour ½ - 1 gallon of Bac-10 into waste tank and cover the solids with water to aid digestion. Each time the toilet is pumped, start the treatment again with up to one gallon of product.

**Bowl cleaner:** Use regularly as a bowl cleaner. Adequately cover the interior surface of the toilet bowl with a bowl mop. Leave Bac-10 in the bowl as long as possible or until first flush for complete digestion.

Avoid using Bac-10 on silk or wool. Avoid contact of product with open sores or wounds. Keep the container closed when not in use. Store out of direct sunlight. Do not take internally.

**Note:** Do not mix Bac-10 with extremely hot water, as this will kill or hamper the activity of the bacteria.

- Have you sold any Safety and Spill Kits yet? Every one of your customers should have one! These kits provide all the basic equipment your customers need to be prepared for chemical spill or exposure emergencies in a convenient and inexpensive package. Check Volume 2 of *The Trend* for a complete description of the Safety and Spill Kit.
  
- Make your plans to attend the 2008 Chemtex National Sales Meeting April 2-4 at the Gaylord Opryland® Resort and Convention Center! The meeting agenda will have something for everyone and covers both technical and sales topics. The Gaylord Opryland® is a beautiful hotel with great meeting facilities and tons of features and activities available. Check it out at <http://www.gaylordhotels.com/gaylordopryland/>.
  
- Don't forget to recommend that your cooling customers use Chemfilm MXP in their cooling systems before they shut them down for the season. When circulated in the cooling water for 72 hours before shutdown, Chemfilm MXP lays down a tough, resilient film on all water-washed metal surfaces, helping prevent the corrosion that occurs during system lay-up. Regular use of Chemfilm MXP each year before shutdown prevents "pipe slag" and prolongs the life of the tower, piping *and* chiller, saving your customer money and preventing maintenance headaches. Also, give your customers a copy of the Chemtex Technical Topics article on Cooling System Start-up and Shut-down. This article gives your customer detailed procedures to follow to assure his system is well-protected during the time it is layed up. You can download and print a copy of this Technical Topics from our website at [www.chemtexcorp.com/](http://www.chemtexcorp.com/). Just click on Technical Articles for the complete list of interesting and useful Technical Topics articles.
  
- Congrats to those of you who made some extra cash in the recent RuStop free give-away promotion. Watch for announcements of up-coming promotions that will give the opportunity to win prizes *and* increase your sales!



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