

# “DRYING ACTUALLY COMES FIRST!”

Drier Cars! What most of us are constantly seeking to make better for our customers.

Dry cars should be easy to achieve, right? Put a little soap on the car, brush it up, and then rinse it off with a drying aid product, then PRESTO- A Dry Car!

It would be great if this were the case every time but, we need to dive a bit deeper if we want to achieve the driest and shiniest cars.



## ***Step 1- Start with a Clean Car***

The first thing we need to achieve before we speak to drying vehicles, is cleaning vehicles. If we do not remove the dirt and film residue of the vehicle first, the residual unclean vehicle surface will create surface tension between the dirt and the water on the vehicle's surface. This surface tension limits the water's ability to travel as quickly and freely across the exterior surfaces than it would if it were clean.

Often, if you increase the strength of your presoak, you can achieve better drying results. Also remember that the strength of your presoak can be greatedened or lessened with seasonal changes (hot weather can require less presoak while cold weather requires more because heat is a catalyst for a chemical reaction).

## ***Step 2- Understanding your Chemistry Needs***

Should you be using a high pH presoak, a low pH presoak, or both? These are questions that are necessary to ask to get you the cleanest, driest car that you can achieve. If you are using water that is hard water (greater than 3 grains hardness), your high pH presoak cleaning will suffer over time and cause residual buildup in your chemical lines; this can create an ever decreasing amount of presoak being applied to the car. Soft water can make your chemicals work much more efficiently and typically at a lower operating cost.

The goal with our chemistry is to effectively clean the surface but ensure the surface pH is neutral or acidic before applying rinse aid, or drying products. Ideally, the vehicle surface should be close to pH 4 before any protective products are applied.

## ***Step 3- Protection and Drying Aid Products, Final Rinse***

Our next step is to apply our extra service waxes, rain repellants, sealants, and drying aids. At this point, we should have a clean vehicle surface with a relatively neutral pH on the surface and we should be applying extra service products and all other sealants to the vehicle. If we have large amounts of residual foam from prior extra services, it will be difficult to dry the vehicle properly. Most drying aid products have a de-foaming component by nature, but they are designed to be applied on a relatively foam-free surface. Our final rinse water should be the last service that is applied to the vehicle. It is important to note that soft water can be neutral or somewhat alkaline (high pH) water.

If the pH level of the final rinse water is too high, it may be necessary to inject a low pH chemical boost to get it closer to neutral.

Please contact your local Lustra representative if we can help you in any way to achieve drier cars!



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