

COMPARISONS BETWEEN DAIMER STEAM PRESSURE WASHER AND STEAMTECH SANITATION UNITS

Who is Steamtech's competition? Although there are several manufacturers building similar industrial steam based compact systems, only Daimer Industries really 'competes' with Steamtech for market share, and their edge is price only. As with everything in the field of manufactured goods there are always specific reasons for price differentials. What follows is a point by point candid analysis of the issues that separate the two companies systems and the material, technological and industrial application capacities which result in pricing for both. We recommend that you view the many pages of 'Testimonials' listed by market sector on the website at www.steamtech.org or www.steam-cleaner.us as they speak volumes about the top-tier customers who use Steamtech systems!

Daimer machines are generations behind the technological curve and inferior to Steamtech machines in a number of ways. Starting with the ignition system and overall safety features, the Daimer machine is priced lower quite simply because you're getting less, and you don't realize it till the box arrives.

1. All Daimer machines come with an under-rated 2500 PSI 25 foot hose; it's close to \$400 more for a 50 foot hose from Daimer. Steamtech is supplied standard with a 50 foot high-heat rated hose to 4,000 PSI that is a non-marking high grade hose (three times the required safety requirement).
2. Daimer's ignition system uses forty year old technology using a spark plug to ignite instead of Steamtech's electronic intermittent emitting ignition system. Spark plug use causes dangerous draft ignitions which can elicit flame drafts five feet or more over the coil stack accompanied by an alarmingly loud boom. Steamtech uses an eight

second spark intermittent Electronic Pilot Ignition which of course costs more because of its advanced technology, but is ten times safer with no false start mistakes and no draft ignitions.

3. Daimler's 7000 machine are 1,000 PSI at 110 volts at a high 18-90 amps (this blows breakers all the time), Steamtech's Series 1300 is 1300 PSI at 110 volts at 12 amps- a major difference where most breakers are 20 or 30 amps. Daimler's 9000 machine is 1,500 PSI (really 1,300 when field tested) that is run at 220-240 volt only. Normally a new electrical panel needs to be added to operate a 9000 because of the ampage.
4. All Daimler machines have poorly manufactured inexpensive pumps and non industrial motors. The pumps are oil bath, meaning that oil must be maintained on a regular basis. If the machines are tipped in any way, oil leaks out and gets drafted up the coil stack causing soot. Any hot water over 80 degrees introduced into this type of pump damages seals instantly and is a non-warranty repair/replacement. A \$1500 operating mistake! Steamtech's 1300 is manufactured with a sealed pump with no oil inlet, the only system machine built as such in the entire industry. The sealed pump eliminates maintenance and last three times longer than oil bath based pumps.
5. Daimler's 7000 and 9000 models uses a large painted shell, weighing over 260 lbs which start to rust the day that you purchase them as they are constantly in a water based environment. Daimler shells will rust out near coastal communities in two years maximum and in non-coastal ambient conditions in three. Shell replacement cost and change out is 65% the cost of a new machine! All Steamtech machines are high grade Stainless Steel. For example, 100% of perishable, fresh food production use only stainless steel in their prep and retail facilities. Compliance requirements within this field include hospitals, food service operations (wholesale & retail), grocery stores, pharmaceutical companies and any health regulated services or manufacturers.

6. **Stainless Steel never rusts or requires replacement, saving all the nuisance costs associated to the Daimer plain steel shell unit. Daimer does not offer Stainless Steel as their methodology does not see the value! If Stainless Steel were integrated into a Daimer machine the cost would increase \$1195.00 per unit.**
7. **Daimer warrants the coils as part of the machine for one year only. You can pay extra to warranty the motor and pump, typically a minimum \$500 surcharge upgrade. The coils warranty is one year only and they seem to leak at the top because of the way they are attached to the lid ring. Coils are generally \$1,500 to replace plus shipping (to and from) to the factory that made it as Daimer does not make their own machines. With shipping and coil cost plus rupture disk replacement costs, it's generally a \$3,000 repair! The Steamtech 1300 has a lifetime warranty and to date has NEVER had to replace the coil in any machine 10 years running!**
8. **Rate flow on the Daimer 7000 is 2.6, and the Steamtech Series 1300 is 2.2 flow rate. That is a major water savings.**
9. **Daimer's automatic safety shut off is another option and actually costs extra for safety. Compared to Steamtech's 1300 which come standard with numerous safety features including automatic safety shut off all included in the price. This includes the automatic water shut off and high temperature shut off features of the Steamtech 1300 but is not included on the Daimer machines without request and an extra upcharge. Daimer does not offer these features as extras as Daimer's electrical circuitry boards preclude their usage.**
10. **Daimer states their machines go from cold to steam in 30 seconds which is not documented. Field testing indicates that their machine takes four minutes to go from 50 degrees to 230 degrees. Steamtech's 1300 machine takes less than one minute from 50 degrees to 280 degrees. The coil design is completely different which generates the quick temperature.**

11. Daimer states it 9000 machine gets to 250 degrees which is also undocumented. Their highest achieved field tested temperature (with the gas regulator on full) is 235 degrees at 1300 PSI whereas Steamtech's 1300 gets to 330 degrees surpassing Daimers highest achieved temperature by 100 degrees !

11. Steamtech's coils carry a lifetime warranty as do our vapor boilers.

We are the only Steam Vapor Machine made in the U.S.A!

Daimer's steam vapor units and the entire product line of Vapor Steam Units are imported from Italy. No other Vapor Steam Unit is made in the U.S. except Steamtech's factory units. All Daimer warranty work on vapor units needs to be shipped back to Italy for repair, as Daimer is domestically just a sales division with no stock, parts or service and repair personnel. These shipping costs are their customer's expenses round trip.

Diamer's main strength and asset is their website! Steamtech's has continuously proven exceptional customer care response times, safety in quality products and a nationwide network of service repair contractors!

We are dedicated to your satisfaction and look forward to serving and assisting you.