

FINANCIAL BENEFITS OF USING EVAPO-RUST

RockGas Waiheke: Bringing Evapo-Rust to the Islands Of The Hauraki Gulf.

RockGas Waiheke first took an interest after reading an article in DEMM magazine near the end of 2006.

We saw applications that would remove the need to expend expensive man hours sandblasting, priming and repainting our 9kg LPG bottles from within our 'Swap Bottle' scheme, and when you consider that each bottle needs to be rejuvenated about every 3 years, and since we have around 1500 in service, and rejuvenation costs ran out at between \$30 and \$35 per unit, you didn't have to be a Rhodes scholar to figure, there had to be a better way.

We ran a test using a small emersion bath system that set us back exactly \$105 and managed to process 5 units a day without any measurable man hour input. Average cost per unit...\$0.86 (86 Cents). You do the maths. I can't see the calculator for my smile.

To keep up once the back of the backlog was broken, we offered the de-rusting service to our client base. It was disbelief at first sight.

We learned a lot of valuable lessons, such as work preparation etc. and how to get the most and the best out of Evapo-Rust.

We probably cleaned up every last bit of vintage equipment including marine motors and parts thereof over the next few months, and then one day a customer came in and asked us to treat a toy truck he had had for a few decades or so. We did. His values changed when he found that his piece of sentimentalism for which he had no monetary expectations, raised an offer from a local collector of \$245.

Today, we are still looking after our own operational needs, and the service continues to be offered to industry, to boaties and vintage car buffs, and more and more 'Senior Entrepreneurs' who have become increasingly excited at the opportunity to turn some of their 'back of the garage' junk, into dollars.

We have developed a couple of application initiatives that serves our needs better, providing added efficiencies and reduced operation costs and we are prepared to share this newfound knowledge with Evapo-Rust users.

Rod Hinchco