



Chemical Solids

When a salesman is told by a customer he is purchasing a product 20% or 25% solids, an educated salesman would ask the customer, “what is the percentage of active ingredients of the product?” , and he will usually be told ,”I don’t know”.

There are two separate ways of defining chemical solids.

1. Chemical solids – the amount of solids left behind after the water has evaporated. First you need to identify what part of the gallon is solids and what part is water. When someone says they have a floor finish with 20% solids, what they mean is 20% of the gallon is chemical solids and 80% is water.
2. Chemical solids of active ingredients – the actual percentage of solids left behind after the water has evaporated and some parts of the solids have evaporated. This is the true solids of the product. As an example, a company might say their product is 20% solids, in reality 15% of the 20% solids might evaporate along with the water there fore leaving 15-3 / 4% true solids on the floor. The true solids would then be rounded off to 16% and not sold as a 20% solids product. People in general do not talk about active ingredients.



**First Impression
Coating
24%**



**Ultra Reflections
Floor Finish
24%**

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