



# News Letter & OVERSTOCKS



From the  
NEWSROOM  
of  
Dr. Pete

### ADVENTURES IN MOBILE WASHING

Being a contract cleaner enables you to get out into the public. It also lets you have an occasional adventure. Anyone with an interesting adventure is encouraged to submit it for possible publication to [pete@envirospec.com](mailto:pete@envirospec.com) As a primer, I went back into the archives for a few adventures I had in the past.

### DE-ICING THE DAM

The strangest job I ever did was de-icing flood gates on a dam that controlled the water flow on the Kennebec River in Augusta Maine. Actually, I got to do it several springs. These gates averaged about 12 foot square. Over the winter, the upriver

side would freeze, several feet back from the gate and all the way to the bottom. In the spring, as rains and snow melt filled the river, the gates needed to be opened to release water so the city wouldn't have flooding damage. So I would get hooked up in a safety harness, go over the safety railing, and get lowered to where I was able to use a set up with a very long black iron pipe to melt the ice from the facings of the gates. Now imagine this, the water is roaring over the spillways, surface ice that is breaking upriver is rolling over the spillways with the water. Some of these chunks of ice are big, like 30 feet across! And all this is crashing underneath me! Spectacular! I should have paid them. After melting for awhile, they would be able to get the gears turning and open the gates. The dam was removed a few years ago so fish could swim further upstream. I will never get to see that sight again, but I'll always remember the view.

### THE PLANE RIDE

I had the opportunity to wash a small airplane that is used on our local lake system. The pilot is a local hero that flew bombing runs over Germany in World War Two. He is a legend in our hometown because he once flew a bomber very low down the Main Street, creating quite a stir among the locals. I had to travel about 30 miles to a dry dock where the plane was removed from the water. I had a helper that day and we scrubbed the plane from top to bottom. The pilot then asked me if I would like to fly home. I turned the truck over to my helper and climbed aboard. My helper started off to meet me at the local lake where we would fly in. I enjoyed the lift off and the flight. We flew over several areas and I was able see many familiar sights from a much different vantage point than I was used too. As we approached the lake we came through town low, much like the legendary bomber run of old. The wind had come up and the lake had white-capped rolling waves as we dropped in for our landing. As we came lower my heart was pounding, and my pilot could tell I was a bit uncomfortable. I am pretty sure the last minute aerial up and downs and side to sides were orchestrated for my benefit. Then we slammed into the waves, blasting through several before slowing and finally bobbing our way towards the dock. I thanked my customer for a once in a lifetime adventure and disembarked. My legs were hardly shaking at all. The wash truck arrived about ten minutes later and we proceeded to our next job. Where else can you have this much fun and get paid too?

## BUY KOHLER ENGINES AT BELOW COST!

In order to get the best possible price on  
**18 & 30 HP KOHLER ENGINES**

with their new

## ENGINE IDLE DOWN & 25 AMP RECHARGING FEATURES

we had to purchase a 6 month supply  
and we don't like to tie up that much  
working capital for that much time!



25 AMP Recharging Systems are required when you are running a 12 Volt Hot Water Heater. Even if you are running a cold water cart system with this engine you can easily add a remote heater later. Just plug the 2 together!

### 18 HORSEPOWER

List Price

**\$1,539.93**

Buy it at our Cost

**\$1,097.12**

Part #KO18ID25A

### 30 HORSEPOWER

List Price

**\$2,487.73**

Buy it at our Cost

**\$1,791.40**

Part #KO30ID25A

Limited Quantities  
Freight Not Included

## ROTO-MAX \$44.95

3500 PSI  
Also adjust  
From 0° to 15°

PART #	GPM
1498	2.1-2.6
1499	2.9-4.0
1500	4.2-6.0



Take an additional  
\$5.00 OFF

## TS2021B GENERAL PUMP

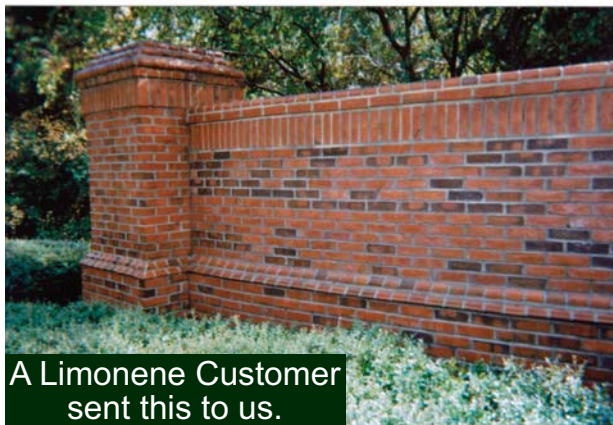
5.6 GPM @ 3,500 PSI

**\$399.95**  
and we pay the  
freight!

The best price  
in the industry!







A Limonene Customer sent this to us.

5 GAL	#LIM5	\$29.95
20 GAL	#LIM20	\$64.95
55 GAL	#LIM55	\$129.95



Do you want to see something that gets after mold & mildew?

House Wash with Solvents & Mildew Release Agents

LIMONENE

20 GALLONS  
\$64.95

Contains Pure d’Limonene Solvent  
Exterior House Wash  
Orange Peel Solvents and  
High Yield Gloss Enhancers



In recent years the evolution of the environment conscious homeowners are becoming much more educated in the field of exterior house washing. They are saying ‘no-more’ to the contractors who are using the unfriendly bleach that has been so popular for so long simply because it is inexpensive to purchase and, until now, there have been few alternatives for removing mold and mildew.

The solvency in Limonene originates from citrus by-products such as orange and lime peels. These solvents, coupled with specific pH balanced surfactants and builders, provide the contractor with an excellent product that quickly removes carbonaceous pollutants such as oil and grease and other fallout pollutants commonly found in the house washing industry. Pollutants such as gutter streaks, mold/mildew, etc. For the first time ever they are experiencing safe and effective surface chemistry that deals with wood, aluminum and vinyl siding and the pollutants common to those surfaces.

Limonene has excellent hydrotoping characteristics through the use of a unique dispersant complex which is not commonly found in detergent chemistry. This complex, known as SuperFlo Polymer, has been developed by EnviroSpec and is found throughout our detergent formulary because of its tremendous ability to add horsepower to virtually every type of alkali detergent products while remaining much more gentle than the alternatives. You will find that Limonene has superior rinsing qualities in both hot and cold water environments which results in cleaning faster and safer.

Product Knowledge

Our Team...  
Your Team...

Working as One!

CAUSTIC vs. NON- CAUSTIC  
CHEMICALS

In my chemical survey last week I was surprised to find that a lot of you didn’t know that all of EnviroSpec’s Chemicals are non-caustic. It’s important to us to make this clear. We made a decision a long time ago to place the highest priority on protecting our customers, the environment, and our customer’s customers by not selling caustic products.

Here is why we made that choice.

1. Safety – mixing caustics can be dangerous
2. Environmental – run-off pH is too high to be environment friendly.

Practical – caustics have the same base as products such as Easy-Off™ oven cleaner and many paint strippers. If you wouldn’t use these on your personal car why would you use them on your customer’s vehicles and property?

Paul Case  
President

Mike DeRubertis  
Sales Manager

Paul Kassander  
VP, General Manager

Refer-A-Friend

AND IF THEY PLACE A \$100.00 ORDER  
On Your Next Order You Will Receive  
EVERYTHING ON THIS PAGE!

A \$116.79 VALUE!

NEW FROM M-T-M  
HIGH DRAW INJECTOR  
with Ceramic Check Ball

Wow! 20% Draw  
CERAMIC BALL

1 EACH!  
#4461  
Non-Adj, 5-8 GPM \$6.95

1 EACH!  
PREMIUM  
CHEM FILTER  
Brass & Stainless  
#1153 \$3.04

1 EACH!  
ALLISON  
501 GUN

GPM: 8.0  
PSI: 4000 PSI  
#1209 \$22.95

O’Rings

4 BAGS OF EACH!  
QOR4E 1/4", 300°, BLACK, 50 EACH \$9.95  
QOR8E 3/8", 300°, BLACK, 50 EACH \$9.95

BRECO ‘USA’

1 OF EACH!  
EPDM O’RINGS

PART # PLUG & COUPLER  
BP8F 3/8" FPT Inlet \$1.25  
BC8F 3/8" FPT Inlet \$3.00

1-800-346-4876

Note: Mike, Paul & Pete not included in offer.  
Cats are for adoption through Suzie’s Friend, Inc.



## Best In Class 2010

1400 PSI  
Industrial/Automotive Duty  
Pressure Washer

...by far the best system when  
it comes to power and performance.

Leave it plugged in and in the 'On' position  
and simply 'key' the trigger and you will have  
instant pressure for the next tough job.

Retails for \$219.95  
Limited Quantities  
for only  
**\$89.95**



Part #CPW



Limited Quantities  
Freight Not Included



**EnviroSpec - 1-800-346-4876**

Go to <http://www.envirospec.com> for our full-line catalog.

'Power in the hands of a few'

There is 'red hot'  
and then  
there is a 'hotter hot...'

**WHITE HOT**

## SUPER SKID



8.5 @ 3,500 - 30 KOHLER  
List Price \$9,975.00  
Contractor **\$6,495.00**  
30K-SDC-H8536

10.0 @ 3,000 - 30 KOHLER  
List Price \$9,975.00  
Contractor **\$6,495.00**  
30K-SDC-H1030

### System Features:

- TS & TSF GENERAL PUMPS
- 30 HP KOHLER Engine
- 25 AMP Recharging system
- Dual Pass Heating Coil
- SDC 12 Volt Beckett Burner
- Allison Burner Diagnostic Center
- High Volume Fuel Tanks
- Hour Meter
- Hose, Gun, Lance & Nozzles

**Purchase either of  
these machines  
before August 1, 2010  
and we will throw in a**

**\$500.00**

**CHEMICAL PACKAGE**

## CYCLONE BY ALLISON

Clean Roofs from the  
safety of the ground



7 HP  
Kohler Engine  
w/3 Year Warranty

Hose/Gun Assy.  
#2339 **\$219.95**

UDOR  
CHLORINE  
PUMP

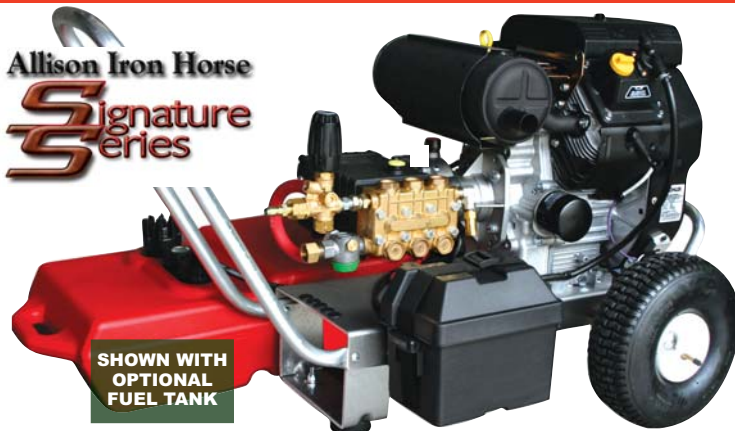
**HIGH VOLUME  
CHLORINE PUMPER**  
Up to 10 GPM & Up to 300 PSI

**Lowest Price  
of the Year!**

Regular Price \$2,695.00  
**#9878 \$1,895.00**

**Up to 4,000 PSI & 5.6 GPM**

Allison Iron Horse  
**Signature  
Series**



SHOWN WITH  
OPTIONAL  
FUEL TANK

**RELEASE THE TRIGGER** and the engine **RETURNS TO IDLE**  
**which gives you up to \$2500.00 p/y in fuel savings!**

### SYSTEM SPECIFICATIONS

- 18 HP **KOHLER** Engine
- Engine Returns to idle  
when gun is released
- 25 AMP Recharging System
- Marine Grade Battery Box
- Battery Cables
- Safety Pressure Relief Valve
- 1/4" Plate Aircraft Aluminum Cart
- Hot Water Ready - Just Add Burner
- Dual Power - 5.0/5.6 @ 3500/4000
- 20% Injector, Hose, Gun & Lance

Part #564118KHD - 'U-Pay Freight'

### DUAL POWER!

**5.6 @ 3,500 PSI**

or

**5.0 @ 4,000 PSI**

Regular Contractor Price  
is \$3,850.00

**CONTRACTOR'S  
PRICE!**

**\$2,195.00**

**THIS WEEK ONLY TAKE AN ADDITIONAL \$5.00 OFF OF THESE GUNS!**

### Easy Poll

#### HI-TECH RL51 Gun

GPM: 13.2  
PSI: 4100 PSI  
#1204 **\$47.68**  
Ceramic Kit #1745 \$6.71



Best for drawing chemical!

#### GIANT 21290C

GPM: 12  
PSI: 5000 PSI  
#2129 **\$26.95**  
Kit #2122 \$7.95



#### GENERAL YG5000C

GPM: 11  
PSI: 5000 PSI  
#1221 **\$29.95**  
Ceramic Kit #1747 \$6.71



FOR CHLORINE

#### HI-TECH HD1000C

GPM: 12  
PSI: 4500 PSI  
#1227 **\$29.95**  
Ceramic Kit #1745 \$6.71



FOR CHLORINE

Best for drawing chemical!

#### ARROW LINE AL-35

GPM: 8.0  
PSI: 5000 PSI  
#1695 **\$26.95**  
Kit #4404 \$14.95



### Easy Poll

#### HI-TECH 5000

GPM: 9  
PSI: 5000 PSI  
#1208 **\$23.75**  
Ceramic Kit #1747 \$6.71



#### GENERAL YG5000

GPM: 11  
PSI: 5000 PSI  
#1220 **\$28.35**  
Ceramic Kit #1747 \$6.71



#### HI-TECH HD1000

GPM: 12  
PSI: 4500 PSI  
#1226 **\$29.95**  
Ceramic Kit #1745 6.71



THE SWEETEST UNLOADER EVER MADE!

We love it! They love it! Everyone loves it!



ALLISON SOFT TOUCH

Up to 8 GPM & 3700 PSI

For those of you who like a ‘Soft Touch’.. I guarantee that you will love this unloader.

It feels better than the K-7 and another great feature is that it adjusts like a pressure actuated unloader.

This unloader will not cycle like the K7’s.

#7637 \$74.95  
w/o Micro Switch-Replaces all unloaders

#7638 \$84.95  
with Micro Switch (Used on Allison Clutch Drive or Idle Down Systems)

Take an additional \$5.00 OFF

Best Buy!



- K-7
- #1089 K7.0
- #1090 K7.1 (WITH K7.0 BY-PASS)
- #1091 K7.2 (WITH K7.1 BY-PASS)
- #1092 K7.3 (WITH K7.2 BY-PASS)
- \$79.95
- #1789 KIT \$29.47

Take an additional \$5.00 OFF

Take an additional \$5.00 OFF



- YU-2140
- 21 GPM
- 4500 PSI
- #1101
- \$84.95
- #1103 KIT \$26.76

Offers Expires July 2, 2010 at 5 P.M. EST.  
\$50.00 MINIMUM ORDER

Unless Noted we pay the freight on all web, fax, & email orders over \$100.00. or Call-in Orders over \$200.00 and...

WE PAY THE FREIGHT ON ALL CHEMICAL PRODUCTS  
PURCHASED BY CONTRACTORS  
REGARDLESS OF HOW IT IS ORDERED.