

SMART SOLUTIONS FROM ENVIROSPEC.COM

# PowerWashPro

## MASTER CHEMICAL CATALOG

DETERGENTS, SEALERS, SPECIALTY PERFORMANCE BUILDERS

products you should

**NEVER USE**

**HOUSE WASH**

selling the job!

washing the

**BIG RIGS**

one of the  
most missed

**MARKETS**

systems certification

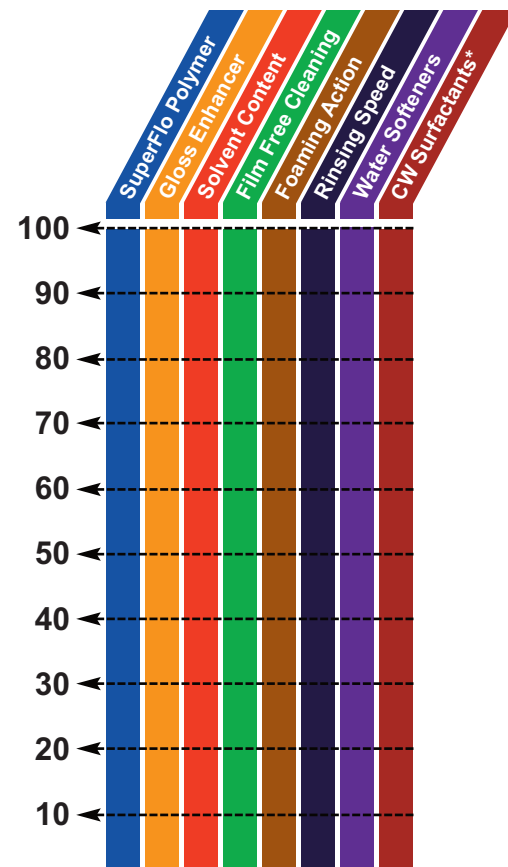
**SCHOOL**

**Great 'How to' Articles!**

# POWER WASH CHEMICALS

From EnviroSpec

## DETERGENT PERFORMANCE CHART



**SuperFlo Polymer** is the secret 'link' that has made EnviroSpec detergents the strongest products in the industry yet gentle on the surface.

**Gloss Enhancers** are our trademark. EnviroSpec is the only producer in the professional power wash industry that includes in every detergent product that we manufacture our unique blend of high lustre additives. These additives also help to 'heal' surfaces that have been previously cleaned by contractors who have used harsh cleaners.

**Solvents** are great for removing exhaust carbons.

**Film Free** additives break the electromagnetic bond between the surface and 'road-film'.

**Foam** is great when you want a product to lay on the surface to increase dwell time.

**Quick Rinse** additives help to speed up the job.

**Water Softeners** are buffering agents that 'clean-up' the water and reduce surface tension which dramatically increases detergent performance.

There are other additives included with various products that are self-explanatory.

[www.envirospec.com](http://www.envirospec.com)

## The EnviroSpec story began with a contractor just like you.

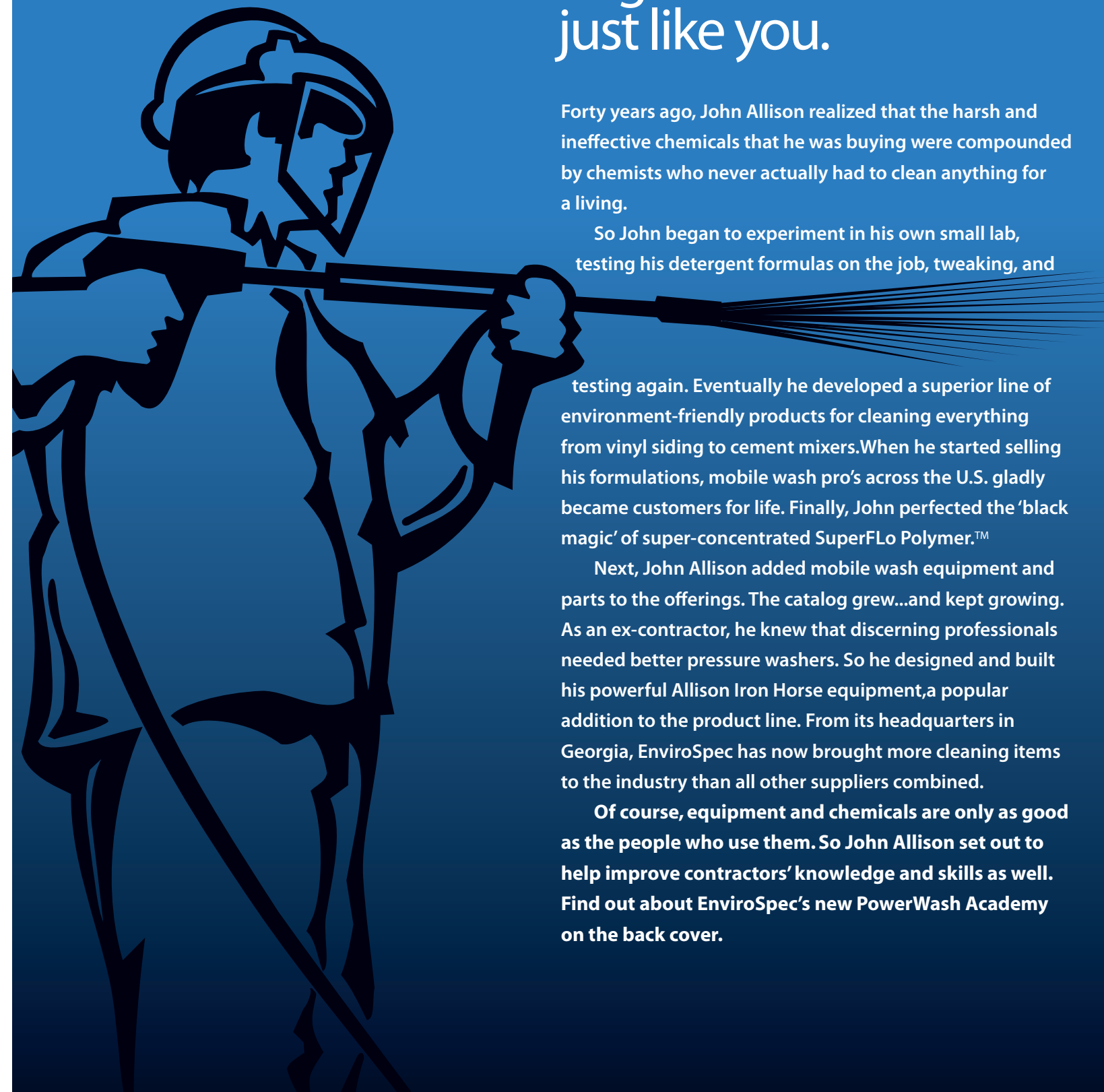
Forty years ago, John Allison realized that the harsh and ineffective chemicals that he was buying were compounded by chemists who never actually had to clean anything for a living.

So John began to experiment in his own small lab, testing his detergent formulas on the job, tweaking, and

testing again. Eventually he developed a superior line of environment-friendly products for cleaning everything from vinyl siding to cement mixers. When he started selling his formulations, mobile wash pro's across the U.S. gladly became customers for life. Finally, John perfected the 'black magic' of super-concentrated SuperFlo Polymer.™

Next, John Allison added mobile wash equipment and parts to the offerings. The catalog grew...and kept growing. As an ex-contractor, he knew that discerning professionals needed better pressure washers. So he designed and built his powerful Allison Iron Horse equipment, a popular addition to the product line. From its headquarters in Georgia, EnviroSpec has now brought more cleaning items to the industry than all other suppliers combined.

Of course, equipment and chemicals are only as good as the people who use them. So John Allison set out to help improve contractors' knowledge and skills as well. Find out about EnviroSpec's new PowerWash Academy on the back cover.



### 'Click on Article'

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## QUICK HITS:

### Be kind to animals.

One of the top charity causes here at EnviroSpec is abandoned, abused dogs and cats. Animal shelters around the country offer comfort and medical care for our furry friends; they also provide the spaying and neutering that reduces the population of strays. So help those who can't help themselves by volunteering or donating - or both - at a shelter in your town.

On behalf of our customers, each year EnviroSpec donates over \$150,000.00 to Animal Shelters.



# The Industry's #1 Selling Truck Washes **CONTAINING THE 'ZP-1' COMPLEX** and SuperFlo Polymer™ with High Gloss Enhancers

## Call and Listen



to what our customers have to say!

### THE MAGIC STARTS HERE!

# PRODIGY

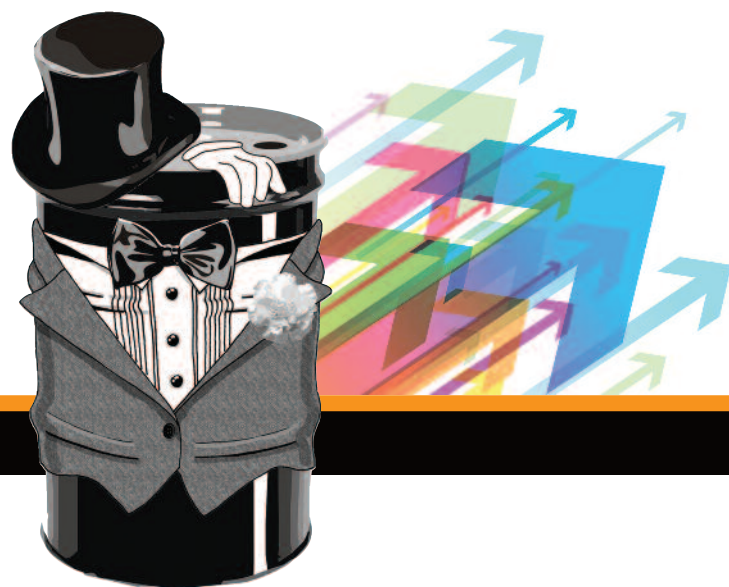
is the...

## ZP-1 COMPLEX - BASE with SuperFlo Polymer™

and all by itself

## PRODIGY is the Industry's #1 Selling Truck Wash

We also have 2-variations  
that tackle 'job-specific' problems!



### We add to Prodigy Special Film Removing Surfactants for 'TOUCH FREE' CLEANING and call it...

## BOND BREAKER

As a vehicle 'cuts' through the air particles lock onto the surface as a result of what some would refer to as 'static cling'. A professional mobile washer knows this occurrence as 'road film' and until now the only way they have been able to remove this 'film' is by brushing the entire trailer.

**Bond Breaker** effectively removes 97%-100% of all 'road film' without ever having to touch the vehicle. This incredible product has been cutting cleaning time for contractors for over 2-decades.

We have the best Chemical Sales Staff in the industry. Who are they? Our customers! Call today for a list of professionals who make a living using **Bond Breaker**.



### We also add to Prodigy

**Extra Grease Cutting Solvents**  
to remove exhaust carbons  
from trailer bodies & tractors  
and call it...

## MR. MUSCLE

Trying to clean trailer bodies that are loaded with 'exhaust carbon' has been a nightmare for every contractor who has ever attempted to make a living washing commercial vehicles. Every mile traveled by 95% of every tractor/trailer on the highway results in more work and less profit for those who attempt to keep them clean. Since truck washing was the 'back-bone' of my company many years ago I know first hand the difficulties you experience.

*The absolute* - only way to tackle this 'monster' is with solvents and not only the right family of solvents but plenty of them. Although it's ZP1 Complex Base - Prodigy is loaded with solvents...

**Mr. Muscle** contains 3-times as much.



Learn more by visiting  
[www.envirospec.com/MSDS.htm](http://www.envirospec.com/MSDS.htm)

**If you do QUALITY WORK as a contractor shouldn't you buy QUALITY CHEMICALS from a reputable supplier?**

**Of course!**

**You've come across those** "splash-n-dash" pressure washing amateurs. They do shoddy work for low-ball prices, using cheap detergents. They've never read a Material Safety Data Sheet, because, well, they just don't care.

What would their customers think if they knew that caustic chemicals were being used on their homes or truck fleets; chemicals that worked like paint strippers, removing paint along with the dirt? They might not see the damage immediately, but they will, over time, when the things they own start looking dingy...when it's already too late.

And how would those customers feel if they found out that those same detergents were hurting the environment, and potentially, the many living things around their homes and businesses? Don't bother asking those contractors to care. They're already gone, and they're not the type who come back for much repeat business.

Of course, you know better. You take pride in your work. They say that a man's character comes from what he does when no one is looking. And even though your customers might not understand the difference between various cleaning liquids, you give them the best, because that's how you'd want any contractor to treat you.

You stand behind your work, and that's why you buy from a chemical supplier who stands behind you.

The right type of company offers the knowledge you need to make sure those chemicals are being used properly. They post every detergent's MSDS so that you, and the earth, stay safe and healthy. They're available when you have a question or a concern. They offer the right product for the right job, no matter what the job is. And they're working every day for the long-term improvement and enhancement of the products, the procedures, the contractors and the industry itself.

In the end, the right chemical supplier does a better job because their chemicals are formulated, tested and perfected by contractors just like you. And if you have a problem, a concern, an idea or a suggestion, then you also have their attention. Because it's a two-way street. We're all in this together.

If you can find a chemical supplier who supports the powerwash industry in all the ways that EnviroSpec does, then feel free to buy from them. In the meantime, know that we're here for you in every way.



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**TRUCK WASH**

**PRODIGY**

Best suited for washing and degreasing over the road commercial vehicles.

One drum pak of PRODIGY makes **110 GALLONS** of a heavy duty concentrate or **55 GALLONS** of a Severe Duty Extract.

**Available Sizes - 'CLICK' part number to order**

**55 to 110 Gallon Drum Pak Part #PRO55**

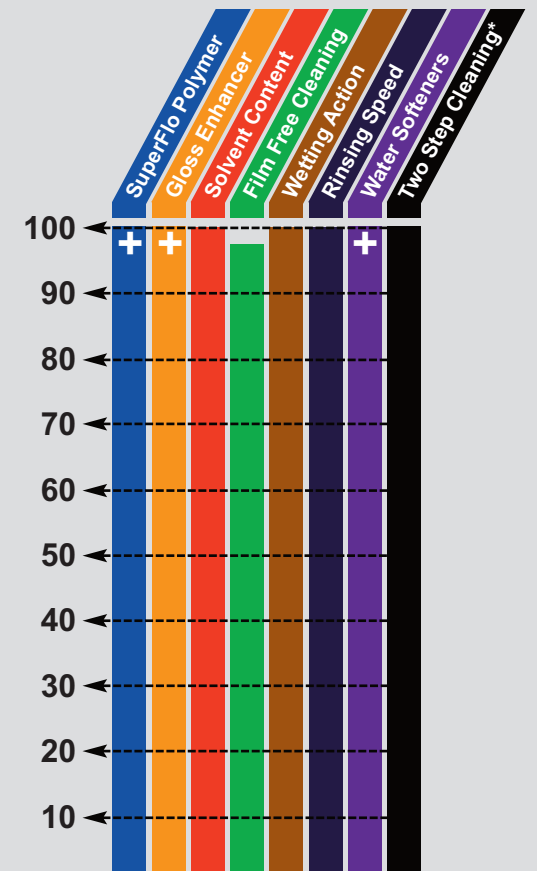
Contains blends of 'high-yield' builders and couplers, solvents, surfactants, wetting agents, rinse aids and silicone based gloss enhancers.

Also available in a:

**30 to 60 Gallon Drum Pak Part #PRO30**

**5 to 10 Gallon Drum Pak Part #PRO5**

To determine which product is best suited for your operation see the inside front cover for the explanation of this chart.



\*Perfect 'Step 2' of Acid/Alkaline cleaning process

**PRODIGY CONTINUES AS THE INDUSTRY'S #1 TRUCK WASH DETERGENT**

In September 1982 the SuperFlo Complex was conceived. At that point, it was still not available to the professional power wash industry simply because there was no EnviroSpec at the time.

Then in 1986 John Allison, ex-mobile washer and the inventor of SuperFlo Polymer, brought this exciting 'chemical complex' to market in his first truck wash detergent which he called Prodigy. Prodigy is still recognized today as the absolute finest truck wash detergent in the industry.

There's no room for a "a mediocre truck wash." Those products are best left on the grocery store shelves for consumers who do not necessarily require professional grade products to carry on their day-to-day lives.

Powered by the most sophisticated blend of builders, surfactants, wetting and rinse aids Prodigy takes the essence of the iconic SuperFlo Polymer Complex and pushes it to the limit.

**USE THIS PRODUCT** when vehicles are very dirty and there is a lot of exhaust carbon on the surface or when accounts only wash every 4-8 weeks or longer intervals. Contains Gloss Enhancers.

Protecting the earth begins when EnviroSpec products hit the surface.

## THE MAGIC BEHIND SUPERFLO POLYMER™

Years ago John Allison, the owner of EnviroSpec, was a contractor just like you. And - just like you - he tried everyone's 'claim to fame' detergents until he realized that everything that he purchased was thought up and compounded by someone who had never had to clean anything for profit. It was after many very expensive 55 gallon drums of watered down detergents when John finally realized that if he was ever going to make it in such a demanding industry he needed to learn how to make his own chemicals.

John set up a small lab at his business and over the next few years his 'chem lab for a dummy' flourished. Almost every day John would head out to a job site with yet another 'concoction' that he had dreamed up the night before. He would take his new formula out and if it showed any signs of success he would keep 'tweaking' it until it was either a great success or a horrible failure. John says the failures ran about 99 to 1 over the successes.

Over the next few years John learned what to use and what not to use to clean the delicate surfaces of stone and brick, the greasy surfaces of commercial vehicles, the impossible to clean restaurant exhaust hoods, aluminum and vinyl sided houses, pools, patios, roofs, concrete, cement mixers, etc. and he learned all this without 'blowing himself up' in the process. Although there were several close calls along the way.

Now John Allison had developed an incredible arsenal of cleaners by 1984 and yet the SuperFlo Polymer™ product that is now known throughout the industry today was not even on the horizon at that time. Here is how the SuperFlo Polymer™ product came about and how it has dramatically changed the complexion of the professional mobile wash industry.

John had an account that had several terminals scattered throughout New England, New York and New Jersey. When one of his vehicles left to service these accounts it would be 2-3 weeks before it would return so it had to leave with enough chemical to complete the schedule. Oftentimes that meant carrying up to 15 drums of soap. Most of the time the vehicle also carried 500 gallons of water and that coupled with the weight of the soap resulted in some very expensive fines as the truck

would pass through the weigh stations along the way from job site to job site.

There had to be a way to be able to put enough powder in solution where 1 drum of detergent (even if it were a 'sludge') would equal 3 drums of a super concentrate that could be further diluted through a downstream injector. In detergent chemistry the 'rule of thumb' has always been that - at best - you can only mix one pound of powder to 1 gallon of water without 'fall-out' or separation occurring. And here John is trying to defy all the laws of chemical compounding by attempting to mix 3 pounds of powder into one gallon of water and having it hold in solution.

John contacted a chemist friend who had suggested that maybe he should look outside of the detergent chemistry industry and try to find something or a combination of 'somethings' that could couple or 'tie-up' the solids and keep them in a solution. His friend also told him that every once in a while all the 'stars will align' and what is known in the chemical formulary industry as 'black magic' will occur. He did and it did! And one day - out of nowhere - the blends came together and when they did John had a product that could be added to detergents that would couple as much as - *not 3 pounds per gallon* - but up to 4 pounds per gallon.

### EVEN MORE MAGIC

The longer you wash a surface with any of our products that contain SuperFlo Polymer™ *the shinier it gets.* Even the lustre on surfaces that have been 'burned' and 'dulled' by contractors who have used harsh, low cost caustic cleaners will be rejuvenated and brought back to life.



## MR. MUSCLE

Best suited for washing & degreasing trucks, trailer bodies and engines.

One drum pak of MR. MUSCLE makes **110 GALLONS** of a heavy duty concentrate or **55 GALLONS** of a Severe Duty Extract.

### Available Sizes - 'CLICK' part number to order

**55 to 110 Gallon Drum Pak Part #MRM55**

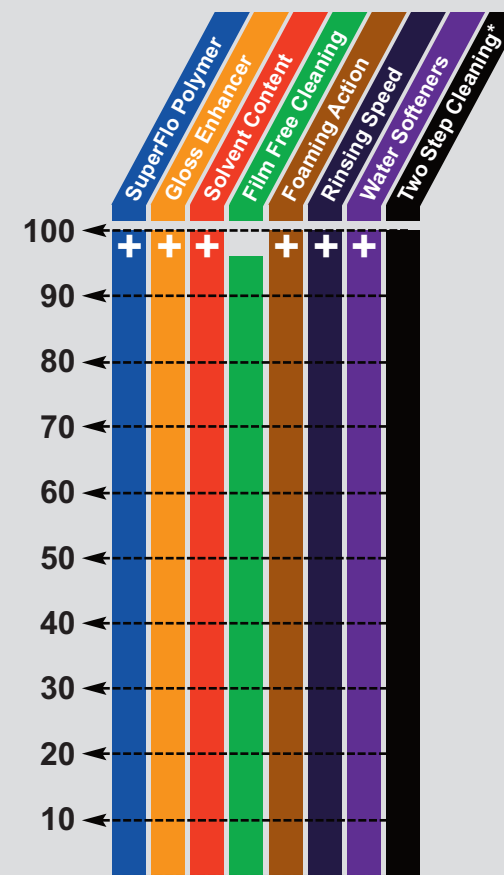
Contains blends of 'high-yield' builders and couplers, a heavy concentration of solvents to cut exhaust carbons, surfactants, wetting agents, rinse aids and silicone based gloss enhancers.

Also available in a:

**30 to 60 Gallon Drum Pak Part #MRM30**

**5 to 10 Gallon Drum Pak Part #MRM5**

To determine which product is best suited for your operation see the inside front cover for the explanation of this chart.



\*Perfect 'Step 2' of Acid/Alkaline cleaning process

### IN BETWEEN SURVIVAL AND MADNESS LIES 'OBSESSION.' John Allison

Our entire cleaning philosophy was set in motion in the early 70's when John Allison, the owner of EnviroSpec, started his mobile wash business and quickly realized that if he was ever going to succeed he had to learn how to make his own cleaning detergents. He did and the rest is history.

With groundbreaking technology such as SuperFlo Polymer and Gloss Enhancers, today the EnviroSpec arsenal of high performance professional mobile wash chemicals are the industry's first choice. A testament from the pro's who use our products is summed up in four simple words: *The best or nothing.*

Mr. Muscle has a 40 pound base of Prodigy, the industry's #1 Selling Tractor/Trailer Wash, plus a separate container of a 'high-yield' solvent additive that really cranks up the horsepower and safely cuts through the heavy build-up of carbonaceous pollutants such as the exhaust typically found on over-the-road trailer bodies and fifth-wheel grease!

**USE THIS PRODUCT** when vehicles are extremely dirty and when exhaust carbon, grease and oil is 'caked' on the surface or when accounts only wash every 8-16 weeks. Contains Gloss Enhancers.

EnviroSpec has always predicted it's future through creation.

We recently had a sales rep join our company who had been in the chemical and pump business since the late 1980's. One day he commented that after talking to our customers for over a 3 month span that he was shocked to hear how much our customers liked our detergents and that "no-one, absolutely no-one, has ever had anything but great things to say about our detergents."

*When EnviroSpec puts on a chemical customer they are a chemical customer for life and it's all because of SuperFlo Polymer™!*

## The Magic of SUPERFLO POLYMER

So what is this magical product called...  
**SUPERFLO POLYMER**  
and why has it made EnviroSpec chemicals the most asked for detergents in the professional cleaning/mobile wash industry?

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# Man vs. dirt: A history of cleaning chemicals

By Tom Tortorici

**Before there was much of anything to clean, there was water.** As mankind's first cleaning chemical, it was a pretty effective one; you could easily wash the mud off your hands in a waterfall, puddle or ocean. Because of its molecular structure, many substances simply dissolved, and were rinsed away, in water, which is why it's considered the 'universal solvent.'

Around 2200 BC, the ancient Babylonians found a way to improve water's cleaning power, and like so many great discoveries, it was by accident. Water had been used to clean cooking utensils that were covered in animal fat and wood ash. By combining the three substances, they inadvertently created the world's first soap.

The Egyptians used vegetable oils and alkaline salts to make their soap, and were perhaps the first people to regularly bathe their bodies and launder their clothes. Did that bit of progress improve social interaction, and therefore help create true societies? History doesn't say.

The hearty people of the Greek empire managed to wash themselves without soap or water. They'd rub down their bodies with clay, sand, pumice or ashes. Then they'd cover themselves with oil, and finally scrape the oil off with metal blades.

The Romans rediscovered the benefits of soap and water, again by accident. Atop Mount Sapo, animal sacrifices were traditionally practiced. When it rained, animal fat and volcanic ash flowed down into the Tiber River. The mixture created a lye soap solution, making the river an ideal place to wash up. And 'Sapo' became the basis for our word 'soap.'

After the fall of the Roman Empire in the 5th century, the tradition of washing ourselves and our stuff went away,

ushering in 1000 years of uncleanness and bad hygiene, not to mention several deadly plagues.

## A new awareness brings new products

Finally, in the late 1600s, cleanliness came back into fashion in Europe, as people made the connection between personal hygiene and defense against disease. Manufactured bars of soap became available, along with — of course — advertising campaigns to promote them.

In some countries, though, soap was taxed as a luxury item. Eventually that tax was removed, enabling even people of modest means to enjoy clean bodies and possessions.

In 1898, B.J. Johnson developed the first formula for liquid soap. Since it was made of palm and olive oils, he called it 'Palmolive.' It was an instant hit. The first liquid soap for household cleaning followed; it was made from pine oil, and was branded as 'Pine-Sol.'

During WWI, the animal fats that were still used to make soap were in short supply, so chemists in Germany created a cleaning chemical made from synthetic, as opposed to natural, ingredients. The result? The first detergent.

Proctor & Gamble's labs resurrected the detergent idea in 1943. The laundry 'soap flakes' they had been selling turned both white and color clothes grey-ish. They improved the 'synthetic surfactants' by adding phosphate compounds and other enzymes. The result was Tide®, which could penetrate greasy, difficult stains that soap and water alone couldn't touch. The product became so popular, especially in areas with mineralized or 'hard' water, that stores had to limit the quantity that each

housewife could purchase.

By the 1950s, detergents had replaced soaps for washing clothes in developed countries. In the '80s, detergents were developed that could clean in cold water. In the '90s, super concentrated liquid detergents came out, and in the 2000s, biodegradable, green-friendly products were released.

Today, even bar soap is not technically soap; It's a petroleum- or synthetic-based bar of detergent. Real soap is only available from natural-product companies.

## Power washing becomes an industry

The first commercial high-pressure washing of buildings and vehicles in the 1960s went back to basics — just water, the hotter the better. But specialized detergents evolved, as well as the ability to inject cleaning chemicals into the water stream.

However those chemicals were often caustic, removing paint as well as the dirt.

In the 1980s, pressure washing contractor John Allison began developing safer, more effective detergents in a home-made lab. By the next decade, he had figured out how to defy the laws of chemical compounding by developing super-concentrated SuperFlo Polymer.™

The environmentally-friendly detergents made from that formula were an immediate success among cleaning contractors throughout the country. Now, his company EnviroSpec offers a family of cleaning chemicals for every possible need, having made a huge impact on the mobile power wash industry, and leaving everything from houses and trucks to commercial kitchens and gravestones looking newer than they actually are.

# BOND BREAKER

Best suited for touchless washing of tractor/trailers.

One drum pak of BOND BREAKER makes **110 GALLONS** of a heavy duty concentrate or **55 GALLONS** of a Severe Duty Extract.

## Available Sizes - 'CLICK' part number to order

**55 to 110 Gallon Drum Pak Part #BB55**

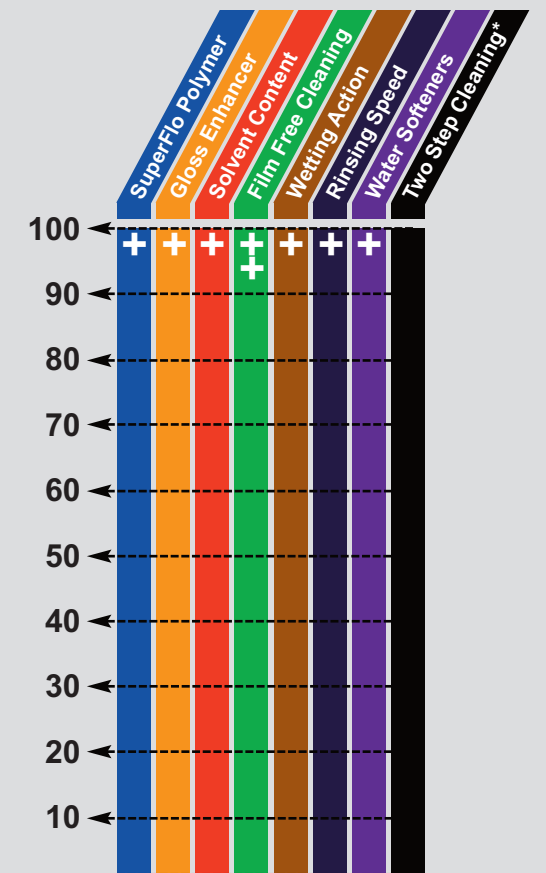
Contains blends of 'negative charged' surfactants, 'high-yield' builders, surfactants, silicone based gloss enhancers and a heavy concentration of solvents to cut exhaust carbons.

Also available in a:

**30 to 60 Gallon Drum Pak Part #BB30**

**5 to 10 Gallon Drum Pak Part #BB5**

To determine which product is best suited for your operation see the inside front cover for the explanation of this chart.



\*Perfect 'Step 2' of Acid/Alkaline cleaning process

## THE INDUSTRY'S ONLY 'TOUCHLESS' TRUCK WASH

As the industry's only exclusive manufacturer of *job-matched* mobile power wash detergents, we've built an extensive and diverse portfolio of winning performance solutions. Everywhere contractors travel, an EnviroSpec *job-matched* product is ready to meet another challenge.

One of the toughest challenges we have ever undertaken was that of *film free* cleaning. What began as our breakthrough in touchless, *film free* cleaning has now become the standard that all competitors strive to conquer. *None have.*

Our customers will tell you that EnviroSpec has a *history* of making *history*. Since our first product, EnviroSpec has set the pace for what all detergent manufacturers would like to someday become. With an ongoing stream of *firsts in safety and performance*, we have an even more exciting roadmap to the future. And while there's a never ending challenge for new achievements, there's only one reason why EnviroSpec remains first in innovation and that is our *obsession* for *safety and performance*.

**USE THIS PRODUCT** on vehicles that you wash every 1-2 weeks when you want to remove 'road film' without having to brush the vehicle. (Premium Wash/Premium Price) Contains Gloss Enhancers

At EnviroSpec quality is not an act. It is a habit.

Washing large fleets separates efficient operations from small time operations. Generally speaking, the large fleet owner wants the whole fleet washed on time and inexpensively. When washing a lot of trucks you usually don't spend time detailing.

Everyone should experience washing one truck for an owner operator.

Restoring aluminum tanks, brushing stacks, degreasing the rails, etc., but don't approach a large fleet using the same techniques! For one, they won't pay for that level of service, and two; you probably don't have the time to provide that level of service anyway. The point is usually to make the trucks shine so that the company president can look out the window at his fleet on Monday morning and have the sun reflect off the truck into his eyes, at which point he says "man, those trucks are clean!" The problem most pressure wash operators encounter is that they can't find the correct level of clean. Either they do such a lousy job, that even the boss from the window can see that the trucks look bad, or they hand scrub every inch of every truck and can't make a living. There is a middle ground that must be found to succeed. The middle ground is usually found by either working with the proper pressure, temperature, and chemical, or by throwing manpower (brushers) at the fleet. The most successful are the companies that work smart, not hard. Working smart on a large fleet that is washed on a schedule can be very profitable. Many laugh at the low prices that are charged to wash large fleets, and of course there has to be a bottom line limit to pricing. But consider washing tractors all day at \$12.00 each. Wash four per hour and you're starving. Wash ten per hour, per person, and now you're making a living. Working smart should allow you to do this.

**CHEMICALS**

EnviroSpec has several chemical products to use in truck washing. There are differences between them that will make some more suitable for you than others. These differences should be examined in the catalog. Some are targeted on certain vehicle types, some work better when washing with cold water, etc. Prodigy, our 'first-born' is our ZP-1 SuperFlo Polymer Base. It combines excellent cleaning, rinsing, and gloss enhancement and has been our industry's #1 selling truck wash for over 20 years. Bond Breaker includes an electromagnetic release additive that result in a 'film-free' touch free wash. Mr. Muscle provides an additional amount of ZP-1 base and solvents for degreasing. It also contains quick rinse additives and 'gloss enhancers.' All the above chemical products are phosphate free. They should all be tried and you should establish which product is best for you, the fleets you wash, the conditions you are washing in, and

your washing style.

Next you move into the phosphate family of detergents. These include Pro Blend, Nitro, Release & Viper. This group of detergents has a slightly lower Ph level. This can sometimes be beneficial in the heat of summer on dark trucks. Each product is formulated to work best in certain conditions on certain vehicle types. Some products overlap and they should be tried to determine which is best for your individual needs. Again, as with the other chemicals, refer to the catalog for the most specific information on each product. Any of these truck wash chemicals can also be used in a 'two step' cleaning process or on their own.



**MANPOWER METHOD**

Many companies practice this method of washing. They use minimal chemical and brush about everything every time. Anyone that has spent a day brushing trucks knows that this isn't something that you want to do all the time. It is physically exhausting and slow. So to accomplish this - companies bring in a lot of people.

While no method is wrong, I have to question how well these companies do. The bright side is that they are providing employment for so many people. But when two people can wash that same fleet in less time than the six people, and without brushing anything, it doesn't seem fair. Paying people will always be more expensive than using EnviroSpec chemicals.

**PRESSURE METHOD**

Don't scrimp on equipment. While PSI is important, flow is even more so. It is generally agreed that fleet washing is best performed within a pressure range of 1800 to 2200 PSI. But you have to have the flow to back that pressure up. Work with a minimum of 5.5 GPM. More is much better, but the limiting factor is water supply. If you use more water than you can pick up you lose any gains while you sit waiting for the water supply to catch up. Water flow puts the punch in the pressure as well as providing rapid rinsing ability. For scheduled fleet washing the ability to rinse the chemical off the vehicles is what makes you fast or slow. Don't scrimp on chemical. Even if you blow through a 55



gallon drum of detergent in one day, you would be looking at a profit ratio of at least ten times your chemical cost. This is the worst possible scenario. You won't use that much chemical. The SuperFlo Polymer chemical you use will provide that 'shine' you want the customer to see, without the brushing that eventually will wear you out.

Don't scrimp on heat, but use it smart. The weather determines the proper water temperature to use when washing. Chemical works best when it's warm. On a hot day, the vehicle surface is hot enough and you should run cold. Below sixty degrees start using heat. Between forty and sixty degrees, use a water temperature between 110 and 130 degrees. Below forty degrees increase the water temperature up to 150 degrees. Never go over 150 degrees unless your forced to by extremely cold temperatures. In other words, if the chemical has frozen hard to the surface, turn the heat up to melt it off. With that one exception, keep in mind that 150 degrees should be the top end for the water temperature. Higher temperatures begin to deteriorate any detergent's performance.

Apply chemical through a downstream injector onto the surface. Never apply beyond the amount of surface that can be washed and rinsed prior to chemical drying. Wash the chemical from the surface. Watch to see how close you need the nozzle to be to the surface. On dirtier trucks, wash fairly close in and pattern clean so you don't miss any of the surfaces. On cleaner vehicles, work farther away from the surface. Work from the top to bottom and for quickest rinsing add 1-gallon of our Speed-X-777 to your 55 gallon drum of detergent and cut your rinse time by up to 70%.

**BLACK JACK**

Best suited for exhaust carbon cleaning on tractor/trailers.

One drum pak of BLACK JACK makes **110 GALLONS** of a heavy duty concentrate or **55 GALLONS** of a Severe Duty Extract.

**Available Sizes - 'CLICK' part number to order**

**55 to 110 Gallon Drum Pak Part #BJ55**

Contains blends of 'negative charged' surfactants, 'high-yield' builders, a heavy concentration of solvents to cut exhaust carbons, surfactants and silicone based gloss enhancers.

Also available in a:

**30 to 60 Gallon Drum Pak Part #BJ30**

**5 to 10 Gallon Drum Pak Part #BJ5**

**SUPER HIGH SOLVENT TRUCK WASH**

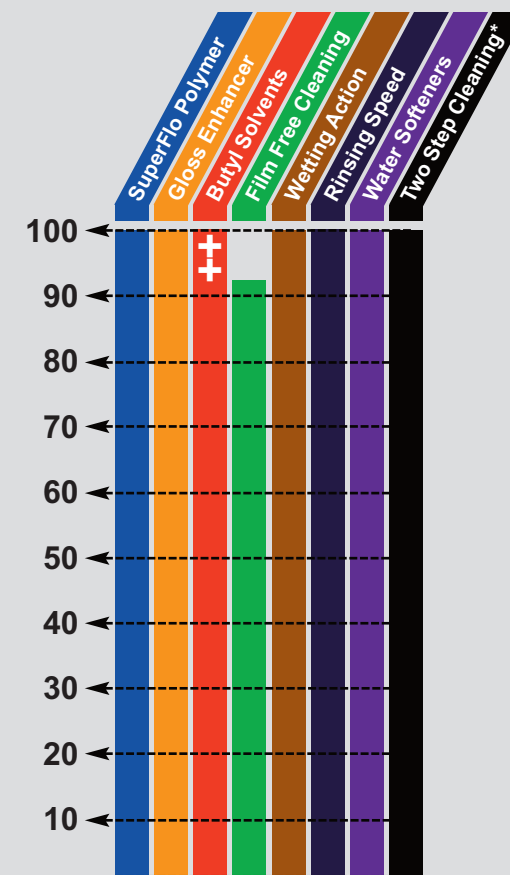
Even more than meticulous chemistry, EnviroSpec is defined by its continuous innovation. Since inventing SuperFlo Polymer and Gloss Enhancer, we've simply never stopped reinventing even better ways to master unique cleaning tasks.

One of our toughest challenges was developing a grease cutting, high yield solvent formula for the transportation industry in extreme hard water areas of the country. Most of the very best ingredients that one would prefer that would perform best for each problem (hard water, heavy grease/oil) typically will not hold up in a blended solution. We had to develop a special coupling agent that could make this happen.

Black Jack is, without question, one of the most aggressive, industrial truck washes in the transportation, mining & oil industry.

**USE THIS PRODUCT on vehicles and oil field/minning equipment that is heavily encrusted in grease, grime, oil and general fallout pollutants. Contains extra Solvents & Gloss Enhancers**

To determine which product is best suited for your operation see the inside front cover for the explanation of this chart.



\*Perfect 'Step 2' of Acid/Alkaline cleaning process

# VIPER

Best suited for **truck** washing in hard-water areas

One drum pak of VIPER makes **110 GALLONS** of a heavy duty concentrate or **55 GALLONS** of a Severe Duty Extract.

### Available Sizes - 'CLICK' part number to order

**55 to 110 Gallon Drum Pak Part #VIP55**

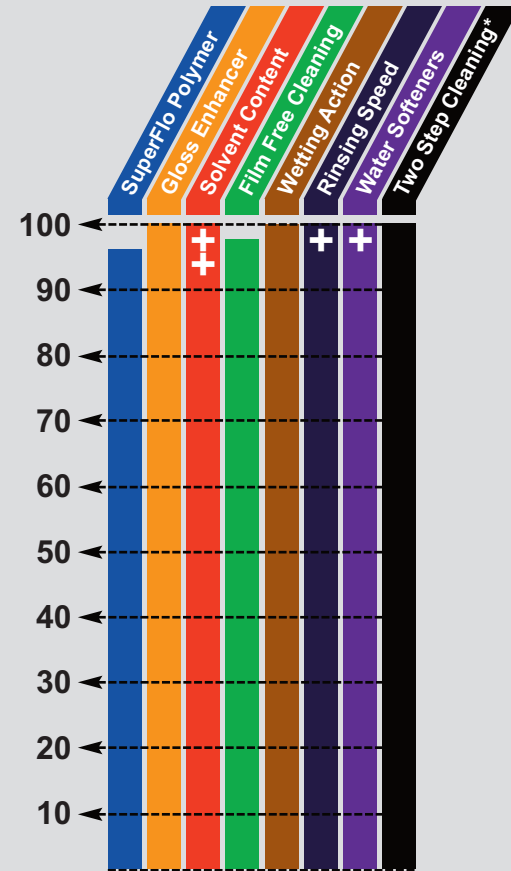
Contains a heavy concentration of butyl solvents, 'high-yield' builders, surfactants, 'quick rinse' agents and silicone based gloss enhancers.

Also available in a:

**30 to 60 Gallon Drum Pak Part #VIP30**

**5 to 10 Gallon Drum Pak Part #VIP5**

To determine which product is best suited for your operation see the inside front cover for the explanation of this chart.



\*Perfect 'Step 2' of Acid/Alkaline cleaning process

# BLUE LIGHTENING

Best suited for washing **tractor/trailers** in hard-water areas.

One drum pak of BLUE LIGHTENING makes **110 GALLONS** of a heavy duty concentrate or **55 GALLONS** of a Severe Duty Extract.

### Available Sizes - 'CLICK' part number to order

**55 to 110 Gallon Drum Pak Part #BL55**

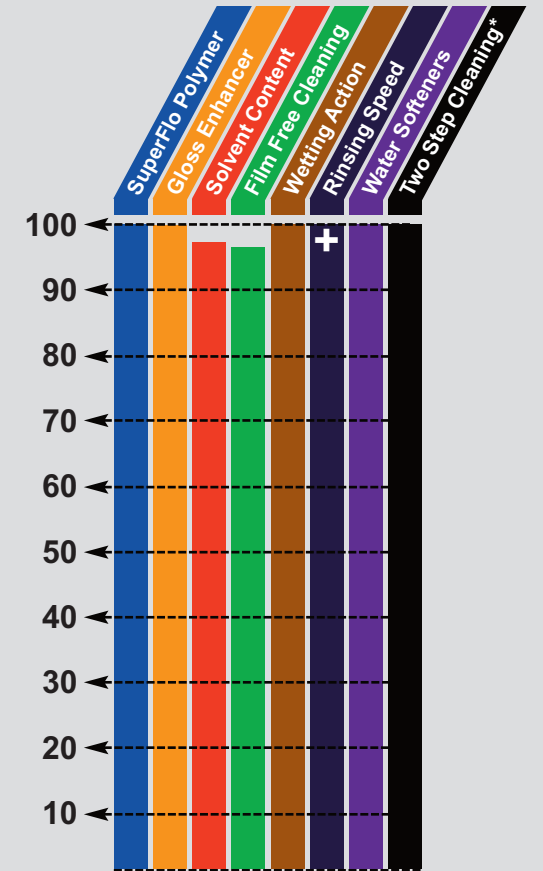
Contains blends of oil and grease cutting emulsifiers, 'high-yield' builders, and heavy concentration of solvents to cut exhaust carbons, surfactants and silicone based gloss enhancers.

Also available in a:

**30 to 60 Gallon Drum Pak Part #BL30**

**5 to 10 Gallon Drum Pak Part #BL5**

To determine which product is best suited for your operation see the inside front cover for the explanation of this chart.



\*Perfect 'Step 2' of Acid/Alkaline cleaning process

## UNCOMPROMISING SAFETY AND ENVIABLE PERFORMANCE

CUSTOMER DEMANDS AND OUR FLAWLESS DELIVERY PROVIDE UNCOMPROMISED PERFECTION.

There are no compromises. Both in-field development and customer demands are the pinnacles of modern day development at EnviroSpec.

Not exclusive to cleaning applications, *safety and performance* experiences extends to all contractors and all industries who are passionate about our products.

Viper is a specialty product specifically formulated for the 'high volume' truck washing Industry where exhaust fumes have become attached to the stack side of the trailer body & rear engine areas of city buses. Coupled with and extra dose of carbon release activating solvents and rinse aids, Viper also finds itself being utilized in other areas where the heavy build-up of grease & oil is present.

Viper comes packaged in a two-part system. One part is approximately forty (40) pounds of Viper extract. The second part is a liquid Carbon Release Activator. The two combined will make 55 gallons of a Severe Duty Extract that can be further diluted into a 110 gallon container that will yield a heavy duty concentrate.

**USE THIS PRODUCT** on large accounts that you wash every 1-4 weeks and where **speed in production** is the objective. Contains extra solvents, rinse aids and Gloss Enhancers.

## SURFACES STAY WETTER - LONGER WITH BLUE LIGHTENING

We are proud of our commitment to continue to support all of our industry professionals who know, understand and demand the very best products that will make their jobs easier.

It should be of no surprise that over 90% of all of our customers who have used our products and who are still in the industry - *still use our products today. Yes, it is hard to improve upon perfection.*

Our early history was written with the invention of SuperFlo Polymer and Blue Lightening is just another example of the 'job matched' cleaners that are formulated with that technology. What makes Blue Lightening different is the addition of Lorox LO which helps to keep the surface wetter, longer on those long hot days when evaporation adds to the challenge.

Truck Washing where heavy *build-ups* of exhaust carbon is present, house washing, brick and masonry cleaning, car washing, wood surfaces & engine degreasing are just a few of the cleaning tasks that are easily handled by Blue Lightening.

**USE THIS PRODUCT** on vehicles washed with cold water equipment every 1-2 weeks. A special foaming agent has been added to keep this product from drying to quick. Contains Gloss Enhancers.



# RELEASE

Best suited for washing trucks with heavy exhaust carbons.

One drum pak of RELEASE makes **110 GALLONS** of a heavy duty concentrate or **55 GALLONS** of a Severe Duty Extract.

### Available Sizes - 'CLICK' part number to order

55 to 110 Gallon Drum Pak Part #REL55

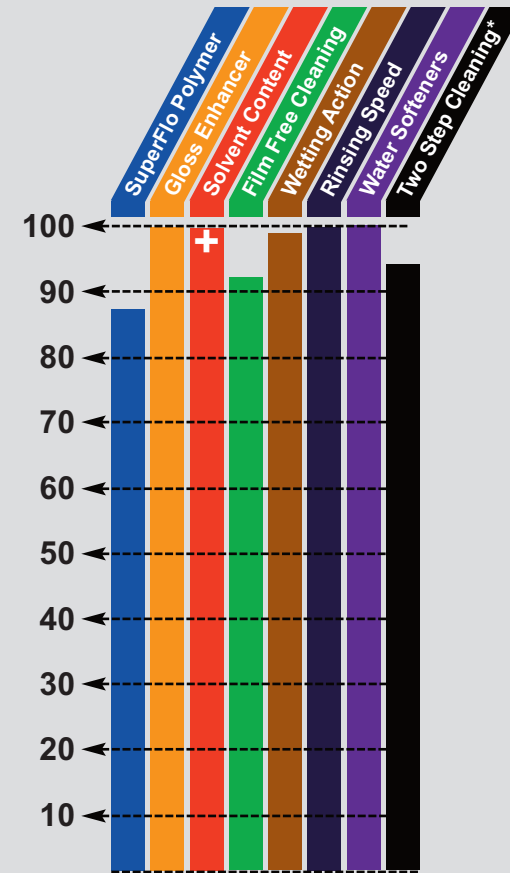
Contains a heavy concentration of butyl solvents, 'buffered' heavy duty builders, surfactants, 'quick rinse' agents and silicone based gloss enhancers.

Also available in a:

30 to 60 Gallon Drum Pak Part #REL30

5 to 10 Gallon Drum Pak Part #REL5

To determine which product is best suited for your operation see the inside front cover for the explanation of this chart.



\*Perfect 'Step 2' of Acid/Alkaline cleaning process

## FOR SOOT-COVERED SURFACES TO HIGH-GLOSS SHINE - TURN TO RELEASE

As the industry's only exclusive manufacturer of *job-matched* mobile power wash detergents, we've built an extensive and diverse portfolio of winning performance solutions. Everywhere contractors travel, an EnviroSpec *job-matched* product is ready to meet the challenge.

But it's not just our products and services that make us the industry leader. It is also that we are focused on the same objective as our customer. Propelling development forward by answering the call to make products that are more efficient, sustainable and inviting than ever before. Release is just one more result in satisfying that challenge.

This is a super high solvent, super heavy duty multi-purpose detergent can be used for 'over the road' tractors, trailers as well as houses in areas where high traffic exhaust fumes have been embedded into the surface.

Release comes packaged in a two-part system. One part is approximately forty (40) pounds of Release extract powder. The second part is a liquid Carbon Release Activator. The two combined will make 55 gallons of a Severe Duty Extract that can be further diluted into a 110 gallon container that will yield a heavy duty concentrate.

**USE THIS PRODUCT** on surfaces that contain embedded exhaust fumes and grime such as trailer bodies, mobile homes and houses that sit close to heavily traveled roads. Contains Gloss Enhancers.

# NEVER DULL

Contains citrus solvents that safely clean tractor/trailer bodies.

One drum pak of NEVER DULL makes **110 GALLONS** of a heavy duty concentrate or **55 GALLONS** of a Severe Duty Extract.

### Available Sizes - 'CLICK' part number to order

55 to 110 Gallon Drum Pak Part #ND55

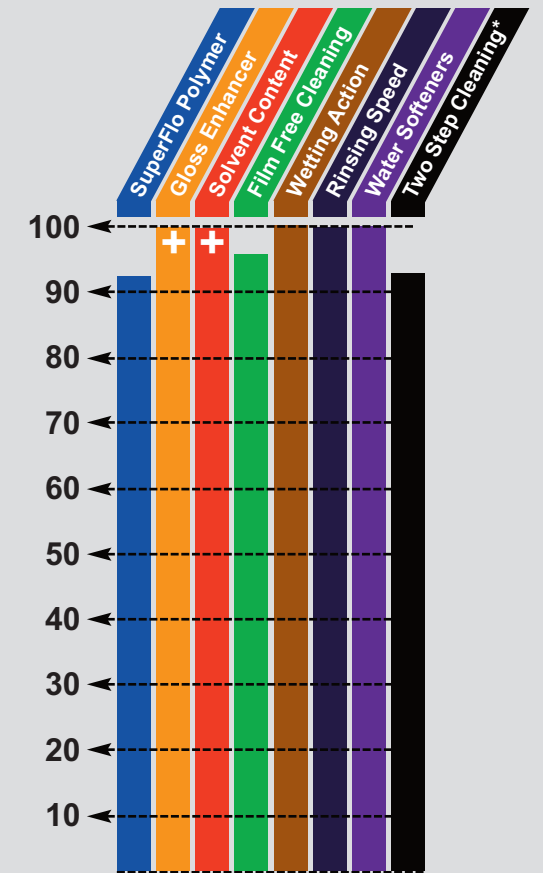
Contains a heavy concentration of d'Limonene solvents, 'buffered' heavy duty builders, surfactants, 'quick rinse' agents and silicone based gloss enhancers.

Also available in a:

30 to 60 Gallon Drum Pak Part #ND30

5 to 10 Gallon Drum Pak Part # ND5

To determine which product is best suited for your operation see the inside front cover for the explanation of this chart.



\*Perfect 'Step 2' of Acid/Alkaline cleaning process

## SHAPING THE FUTURE OF AN INDUSTRY

WE HAVE ALWAYS BEEN BEST AT TRANSFORMING HOW MILLIONS OF PEOPLE VIEW 'CLEAN.'

In the 1980's we took the lead in performance cleaning chemicals. We delivered then and we haven't given any ground back since. We are continuing to create products from the future with today's environment in mind. After all, the *evolution of clean* is all about *what's next*.

Never Dull was produced for contractors who clean vehicles that are products of an image conscious customer. More time and expense goes into the production of their vehicles. Imron paint itself is very expensive as is the lettering and graphics that present the company's position in the marketplace. With all this in mind, however, nothing, absolutely nothing will get a fleet owner more upset than when a contractor *dulls* their polished aluminum tanks, vehicle wrap or paint because they used an *unbuffered* industrial detergent to clean their fleet.

Never Dull is the perfect cold or hot water detergent for such vehicles. It contains a unique blend of solvents, surfactants & chelators that we've developed specifically for those trucks that need a product *tuff* enough to remove pollutants yet gentle enough to clean the surface and never leave it looking *dull*.

**USE THIS PRODUCT** on expensive vehicles that are washed every 1-2 weeks. Contains special 'buffering' agents that help guard against streaks and surface 'dulling.' Contains Gloss Enhancers.

# CHISEL

Best suited for INITIAL CLEANDOWNS on tractor/trailer bodies

One drum pak of CHISEL makes **110 GALLONS** of a heavy duty concentrate or **55 GALLONS** of a Severe Duty Extract.

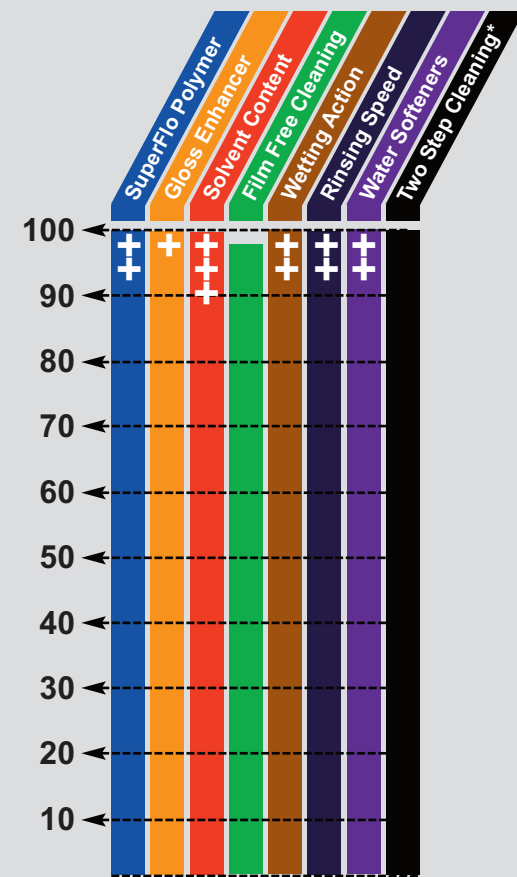
### Available Sizes - 'CLICK' part number to order

**55 to 110 Gallon Drum Pak Part #CH55**  
Contains a heavy concentration of butyl solvents, 'buffered' heavy duty builders, surfactants, 'quick rinse' agents and silicone based gloss enhancers.

Also available in a:

- 30 to 60 Gallon Drum Pak Part #CH30**
- 5 to 10 Gallon Drum Pak Part #CH5**

To determine which product is best suited for your operation see the inside front cover for the explanation of this chart.



\*Perfect 'Step 2' of Acid/Alkaline cleaning process

# Z'GREASER

Best suited for washing engines and under carriages with heavy grease.

One drum pak of Z-GREASER makes **110 GALLONS** of a heavy duty concentrate or **55 GALLONS** of a Severe Duty Extract.

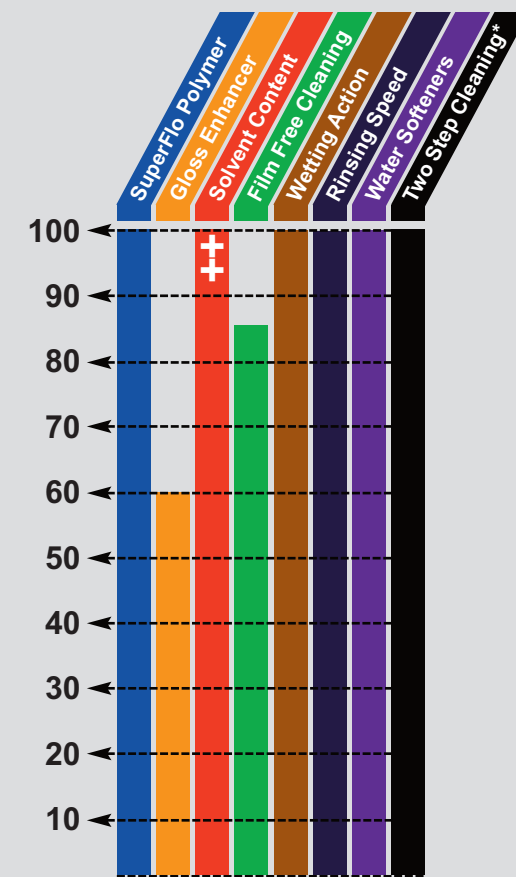
### Available Sizes - 'CLICK' part number to order

**55 to 110 Gallon Drum Pak Part #ZG55**  
Contains a heavy concentration of butyl solvents, 'buffered' heavy duty builders, surfactants, 'quick rinse' agents and silicone based gloss enhancers.

Also available in a:

- 30 to 60 Gallon Drum Pak Part #ZG30**
- 5 to 10 Gallon Drum Pak Part #ZG5**

To determine which product is best suited for your operation see the inside front cover for the explanation of this chart.



\*Perfect 'Step 2' of Acid/Alkaline cleaning process

## THIS IS THE PRODUCT THAT YOU WILL USE THE VERY FIRST TIME WHEN YOU CLEAN A TRUCK FLEET THAT HAS BEEN NEGLECTED

With a first-class record for reliability and safety, EnviroSpec is the only *manufacturer* who develops products on actual 'job sites.' The reason that we are is quite simple. In the early 1970's we too were professional mobile washers just like you who were struggling with the exact same problems that you face today. We conquered those problems so you don't have to try and reinvent the solution.

Chisel was manufactured for those times when a new truck wash account is established and the road grime, grease and exhaust carbon is caked on so bad that it will take 3-5 times longer than it would if the vehicles had been cleaned on a regular basis. Use Chisel for the first 'strip and clean' process so that the next time you see those vehicles they will be a breeze to clean.

Chisel comes packaged in a two-part system. One part is approximately eighty (80) pounds of Chisel extract powder. The second part is a liquid carbon & grease release activator. The two combined will make 55 gallons of a Severe Duty Extract that can be further diluted into a 110 gallon container that will yield a heavy duty concentrate.

**USE THIS PRODUCT** as the **FIRST STEP** cleaner for vehicles that have not been cleaned in years and you need to bring them back so future surfaces are more productive and profitable.

## IF NOT Z'GREASER - YOU MAY NEED TO RENT A 'JACK-HAMMER'

It's not just our products like Z'Greaser that make us the industry leader. It is also that we are focused on the same objective as our customer - *our future*. We are propelling development forward by answering the call to make products that are more efficient, sustainable and inviting than ever before. *If we don't - we die*.

Z'Greaser, another example of this philosophy, is the industry's most powerful, non-caustic formula for degreasing engines and garage/warehouse floors.

This unique blend of high performance builders and liquid activators will make 55 Gallons of a severe duty extract that can be further diluted 50/50 with water and then downstream injected on to the surface at an even higher dilution ratio of 30 parts water to 1 part Z'Greaser.

Specifically, Z'Greaser was formulated to disrupt the surface membrane of grease in order to free and solubilize membrane-bound pollutants while holding those pollutants in solution and not allowing them to redeposit themselves elsewhere on the surface prior to rinsing.

**USE THIS PRODUCT** on surfaces where there is a heavy build-up of grease and oil. Factory floors, garages and engine rebuilding shops are the preferred candidates for Z'Greaser.

# The Industry's #1 Selling House Wash Products FOR OVER 30 YEARS AND COUNTING ALL WITH HIGH GLOSS ENHANCERS

## Heavy Mold & Mildew

### Lim<sup>o</sup>nene

Contains Mold Destroying...

**d'LIMONENE  
CITRUS PEEL EXTRACTS**™

along with  
**Gloss Enhancers**

Since it's introduction in 1994  
Limonene has been our industry's  
**#1 SELLING HOUSE WASH**

This is a product that you have to  
**TRY and SEE** simply because  
you could never imagine...



...THE POWER OF  
**CITRUS PEEL EXTRACTS**



### BLEACH FRIENDLY DETERGENT

**CONTRACTORS** know that **BLEACH** only removes surface mold and mildew so when it comes to killing the roots and cleaning carbonaceous hydrocarbons, acid rain and general 'fall-out' pollutants that bleach alone will not touch they call on the power of...

### EMULSIFIER PLUS with Gloss Enhancers

Mix 1-Gallon of bleach with 4-gallons of Emulsifier Plus for the best of all world when bleach has to be a part of your MIX.



according to

**DAN GALVIN**

East Coast Power Wash



## PLEX-MASTER

**I have made hundreds of thousands of dollars off of this product alone!**

On a typical 2,000 s/f house this is about a 20 minute process. Simply apply PlexMaster through your down-stream injector and rinse before PlexMaster dries. We recommend doing the house in 4-6 sections. This product goes on over windows and rinses freely.

Most people want their house washed before they pay the window cleaner. When you use PlexMaster a window cleaner is not necessary because in addition to leaving a protective barrier that will last up to one year PlexMaster also leaves the windows 'sparkling clean.'

When you are done put them on your calendar to call next year for a follow-up PlexMaster treatment that you will charge \$149.95 for another 20 minutes work!

**POWER WASH ACADEMY'S  
Systems Certification School**

See back outside cover

# A new prospect calls you up. Then what?

Here's a guide to what you just might say for the best chance of getting the job—even if you charge more than the other guy.

## Your cell phone rings, and you answer:

"Thanks for calling Midville Housewashing."

"Hi, I'm calling to get an estimate on having my house pressure washed."

"Great, who is calling please?"

"This is Judy Jones."

"Ms. Jones, this is Jack Johnson. If you can help me out with a little information, I'll explain what we can do for you." (Always use Mr. or Ms. when addressing a customer, as a sign of respect.)

"Now what style home do you have, Mrs. Jones?"

"It's a raised ranch."

"Okay, and what type of siding is it?"

"Aluminum."

"Has it ever been cleaned before, Ms. Jones?"

"I don't think so. We've been here since 1994 and I know we haven't cleaned it."

"You must be getting a tremendous amount of oxidation or chalking on it by now."

"There is! In fact, we were planning on washing it ourselves last year but just never found the time."

"Now that I have this information Ms. Jones, let me explain our service. First, we utilize very sophisticated equipment and detergents made exclusively for the exterior house washing industry." (Don't use the word 'chemicals' due to that term's negative associations.) "Before starting the job, we run test patterns so you'll see exactly what the clean siding will look like. If for any reason it doesn't meet your expectations, the only charge will be a \$35 service fee. I'm sure you would much rather proceed like this, instead of having someone come in, wash your home, only to be dissatisfied, right?"

"Right!"

"You should know that in some situations where surfaces have been neglected and not cleaned at proper intervals, or cleaned with harsh chemicals, the surface may not be sound enough to look like new, even after it's been cleaned. But regular cleaning with the right detergents in the future will really help preserve the look and value of your home."

"I understand."

"Because believe me, your being happy with the job is more important to me than making money from a dissatisfied customer. Now, I also want you to know, assuming that you give us the go-ahead, that we never use detergents or other products that could

harm lawns, shrubs, soil, pets or children. Everything is environmentally safe, because after all, it's your home, and that's important to you." (Here of course, you're creating a 'bond' by showing that you care about the same things they care about.)

"I'm sure, if you've shopped around, you've heard other companies say that their cleaning products are biodegradable. The fact of the matter is, Ms. Jones, given enough time, everything is biodegradable, even your house!" (Often you'll hear a chuckle at this point, indicating that you've made your point.)

As you continue your sales presentation by phone, be sure to allow the homeowner to comment or ask questions; the more interaction there is, the more likely you'll make the sale. Take their considerations seriously, and acknowledge them for asking good questions.

Then continue: "Now just so you know, we start out with the exterior gutters and work our way down to the foundation. We remove all surface oxidation, acid rain, pollutants and mildew. Then when we're through with the cleaning process, we apply a Plex-Master surface sealant which is manufactured from the same chemical family as Plexi-Glass.™ This has been specifically formulated to protect your house and retard future mildew and oxidation. Then before leaving we'll insure that porches, steps, walkways and driveways are rinsed clean of any solutions."

Chances are, the homeowner hasn't heard this level of caring detail from your competitors. So when you present your estimate, she'll understand how much more she's getting for her money.

Keep in mind of course that this phone sales dialog is just a guideline; you don't have to follow it word-by-word. It's intended to create ideas and give you a track to run on when talking to prospective customers.

But if you follow the main principles, adapting them to your own business, you'll learn to become persuasive enough to close on many more jobs than you lose. In fact, by 'planting the seeds' of what an informed homeowner should expect, she will be better able to resist the low-ball estimates of less-reputable contractors.

And of course an educated homeowner will benefit by using a hard-working professional with the knowledge and products that will serve them well for years to come.

Isn't that the kind of customer where future referrals come from?

# SPEED-UP PRODUCTION and increase your bottom-line!

## EVER STOP TO CONSIDER

just how much time it takes to apply the soap? The answer is SECONDS. But when it comes to rinsing the answer is MINUTES!

## SO WHAT'S OUR ANSWER? EASY! JUST ADD...

...1-gallon of SPEED-X-777 to your favorite 55-gallon drum of detergent and not only will you cut your rinse time by up to 75% but by doing so you will be saving valuable water AND making more money!



## THE SOLUTION IS...

# SPEED-X-777

5 GALLONS TREATS 5 EACH 55 GALLONS OF ENVIROSPEC PROFESSIONAL DETERGENTS

5-GALLON ORDER #ZLSPE5

70% of your entire day is spent RINSING!

# STEP #1: EDUCATE YOURSELF & YOUR CUSTOMER



Do you use any of these products to WASH HOUSES?



## SODIUM HYDROXIDE

is the **ACTIVE** ingredient in many products that contractors are using to wash houses!



All of these products are **EXTREMELY CORROSIVE!**



## So now that you have learned STEP #1

you can easily explain to the homeowner why your service is safer and will produce better results. Just keep in mind that doing it the *right way* will take you longer. Where some contractors brag about 'blowing off 3 to 4 houses per day' you may only be able to wash one the *right way*.

As you are speaking with your prospective client be sure to mention that when you finish you will leave behind a safe environment. This is very important to the homeowner especially if they have children, grandchildren, pets or want to plant flowers any time soon.



Don't forget to leave the EnviroSpec Tri-Fold that has closed more House Wash deals than there are house washers!

More details to follow.

## STEP: 2 NOW LOOK THE PART

### WHEN YOU SHOW UP

- Show up with a clean, well organized vehicle.
- Show up wearing a 'button-up' uniform shirt.
- Show up with pictures and testimonials. *and above all else...*
- Show up with all of your MSDS Sheets.
- And **ALWAYS** leave the Tri-Fold on pages 14 & 15.



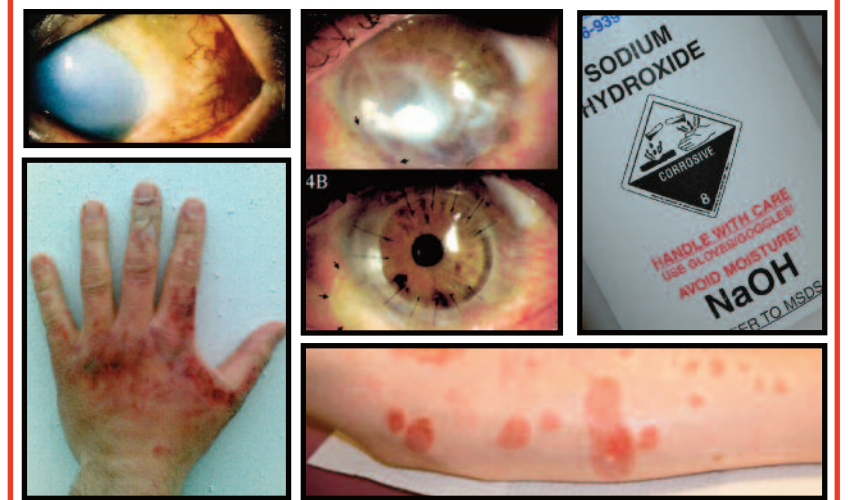
### TECH TALK: CORROSIVE PRODUCTS BEING USED AS HOUSE AND TRUCK WASH DETERGENTS

by John Allison  
EnviroSpec - [www.envirospec.com](http://www.envirospec.com)



TERM: The word 'corrosion' is derived from the Latin verb *corrodere* which means 'to gnaw' indicating how these substances seem to 'gnaw' their way through the flesh. A corrosive substance is one that will destroy and damage another surface or substance with which it comes into contact. The main hazard to people include damage to the eyes, the skin, and the tissue under the skin; inhalation or ingestion of a corrosive substance can damage the respiratory and gastrointestinal tracts.

This is what sodium & potassium hydroxide will do to skin & eyes. Do we really want to leave this stuff behind after we complete the job?



## d-Limonene: A Cleaner from Nature

the power behind one of the industry's best selling house washes...

# Limonene

d-Limonene is the major component of the oil extracted from citrus rind. When citrus fruits are juiced, the oil is pressed out of the rind. This oil is separated from the juice, and distilled to recover certain flavor and fragrance compounds. The bulk of the oil is left behind and collected. This is food grade d-Limonene. After the juicing process, the peels are conveyed to a steam extractor. This extracts more of the oil from the peel. When the steam is condensed, a layer of oil floats on the surface of the condensed water. This is technical grade d-Limonene.

In the past decade, the use of d-Limonene has expanded tremendously. Much of the product goes into making paint solids, used to impart an orange fragrance to products, and used as a secondary cooling fluid. But the largest growth segment has been the use of d-Limonene in cleaning products. This has occurred in both industrial uses and in household/institutional products. d-Limonene can be used either as a straight solvent, or as a water dilutable product.

As a straight solvent, d-Limonene can replace a wide variety of products, including mineral spirits, methyl ethyl ketone, acetone, toluene, glycol ethers, and of course fluorinated and chlorinated organic solvents. As with most organic solvents, d-Limonene is not water soluble, so it can be used in the typical water separation units. With a KB value of 67, d-Limonene has solubility properties close to that of CFC's, indicating that it is a much better solvent than a typical mineral spirit. Straight d-Limonene can be used as a wipe cleaner, in a dip bath, or in spray systems as a direct substitute for most other organic solvents.

By combining d-Limonene with a surfactant package, a water diluting and rinsible solution can be made. In most cases these products are used in the institutional and household settings in place of caustic and other water based cleaners. A concentrated solution of a d-Limonene/surfactant solution can be made to be diluted before use, or pre-diluted solutions can be formed. The use concentrations of d-Limonene in these situations are usually 5-15%. In general these solutions are used as spray and wipe cleaners. The water dilutable solutions can also be used in industrial settings where a water rinse of the parts is desired to remove any residue which may remain.

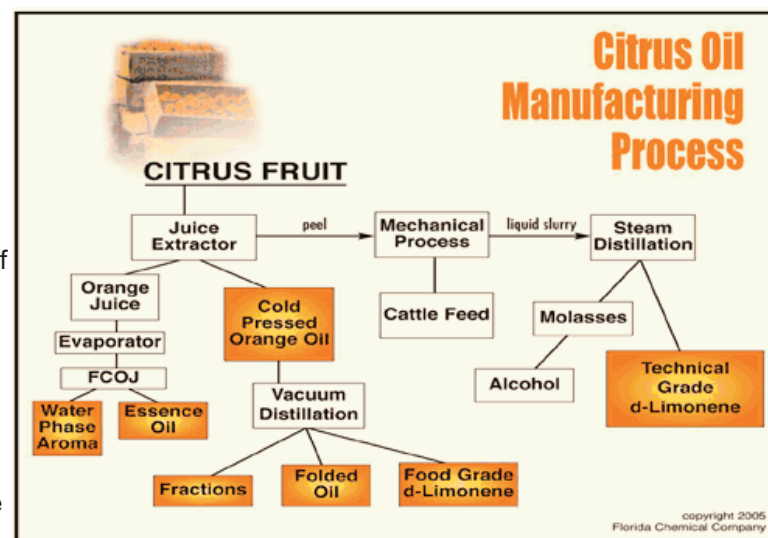
d-Limonene is a very versatile chemical which can be used in a wide variety of applications. It is extremely safe and more effective than typical cleaning solutions.

### How do we get d-Limonene and Orange Oil?

d-Limonene is the major component of the oil extracted from the citrus rind during the citrus juicing process. When the fruit is juiced, the oil is pressed out of the rind, then separated from the juice and distilled to recover certain flavor and fragrance compounds.

After the juicing process, the peels are conveyed to a steam extractor. When the steam is condensed, a layer of oil floats on the surface of the condensed water. This removes the bulk of the oil from the peel.

Food grade d-Limonene is extracted through the juicing process and Technical grade d-Limonene is removed through the peel steam extraction process. The chart below shows the citrus oil manufacturing process and the specific oils that come from each part of the process.



# Limonene

Citrus Solvent house wash for vinyl, aluminum and wood siding.

One drum pak of LIMONENE makes **110 GALLONS** of a heavy duty concentrate or **55 GALLONS** of a Severe Duty Extract.

### Available Sizes - 'CLICK' part number to order

**55 to 110 Gallon Drum Pak Part #LIM55**

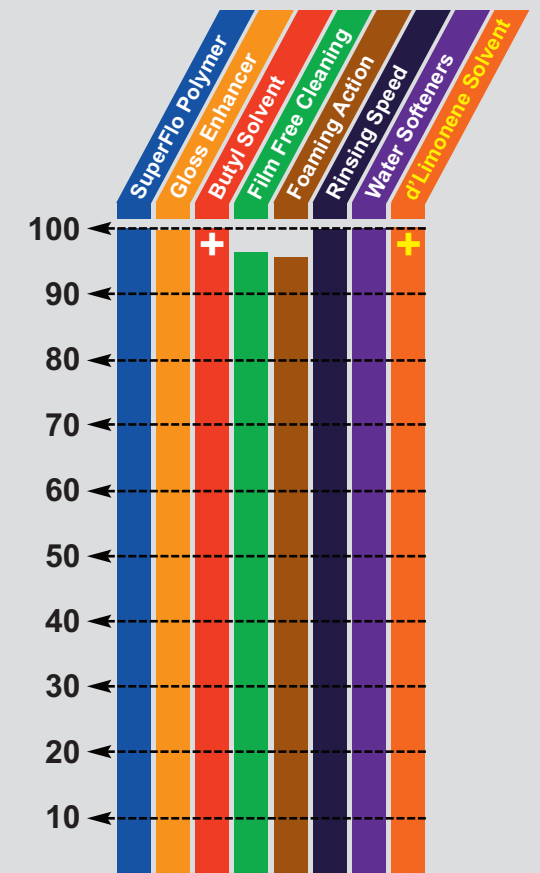
Contains a heavy concentration of butyl solvents, 'buffered' heavy duty builders, surfactants, 'quick rinse' agents and silicone based gloss enhancers.

Also available in a:

**30 to 60 Gallon Drum Pak Part #LIM30**

**5 to 10 Gallon Drum Pak Part #LIM5**

To determine which product is best suited for your operation see the inside front cover for the explanation of this chart.



### d'LIMONENE extracts...

*Don't just remove mildew - KILL IT!*



Long before it became front-page news, the environment was a *front-end* concern in the development stages of every product that we produced. While actively developing performance driven, environment friendly ways to conquer the tough cleaning jobs - others *were then and most still are today* - using antiquated 'hammer and chisel' technology.

As a result of our *roots* as professional mobile washers from the early 1970's, EnviroSpec is renowned for providing the industry's highest performing environment friendly products. At one time, as contractors ourselves, when nothing worked we had to sit down and figure out why. *We did* and today our customers are more profitable and more environment conscious because *we did*.

As homeowners continue to educate themselves in the field of exterior house washing they are now saying **NO** to the contractor who shows up to the jobsite with nothing but a container of bleach.

**USE THIS PRODUCT** on surfaces where there is a heavy build-up of mildew, exhaust carbons, acid rain and general fall-out pollutants are present. Contains Orange Peel Solvents and Gloss Enhancers

# Chlorine Bleach and Mold/Mildew Clean Up

(Let's Set the Record Straight!)

## The Myth.

A myth exists concerning the use and "effectiveness" of chlorine bleach (sodium hypochlorite) in the remediation of a mold/mildew problem. Mold/mildew remediation involves the removal and or clean up and restoration of contaminated building materials.

## Opposing Views and Confusion.

Chlorine bleach, commonly referred to as laundry bleach, is generally perceived to be an "accepted and answer-all" biocide to abate mold/mildew in the remediation processes. Well-intentioned recommendations of health departments and other state and local agencies are perpetuating that belief. The Occupational Health and Safety Administration (OSHA) who once recommended using chlorine bleach for mold/mildew abatement was the first federal agency to **STOP RECOMMENDING** the use of liquid bleach in mold/mildew remediation. Subsequently, The Environmental Protection Agency wrote-out/edited their A Brief Guide to Mold, Moisture and Your Home (EPA 402-k-02-003) to exclude their once recommended use of bleach as a mold/mildew clean-up agent.

## Does Bleach Really Kill Mold/Mildew?

Will chlorine bleach kill mold or not—yes or no? The answer is yes, but with a caveat. That answer comes from The Clorox Company, Oakland CA, manufacturer and distributor of Ultra Clorox® Regular Bleach. The company's correspondence to Spore® Tech Mold Investigations, LLC stated that their Tech Center studies supported by independent laboratories show that "...3/4 cup of Clorox liquid bleach per gallon of water will be effective on **hard, non-porous surfaces** against... Aspergillus niger and Trichophyton mentagrophytes (Athlete's Foot Fungus)". Whether or not chlorine bleach kills other molds and fungi, the company did not say. The "hard, non-porous surfaces" part of the sentence is a caveat. Mold/mildew remediation involves the need to disinfect wood and wood-based building materials, **all of which are porous materials**. Thus, chlorine bleach should not be used in mold/mildew remediation as confirmed by OSHA's and EPA's updated recommendations and suggested guidelines. The use of bleach as a mold/mildew disinfectant is best left to kitchen and bathroom countertops, tubs and shower glass, etc.

## Why Chlorine Bleach is NOT Recommended for Mold Remediation.

**Chlorine bleach is corrosive** and that fact is stated on the product label (not to mention the exposure hazards of dioxins). **Yet the properties of chlorine bleach prevent it from "soaking into" wood-based building materials to get at the deeply embedded mycelia (roots) of mold.** The object to killing mold is to **kill its "roots"**. **Reputable mold/mildew remediation contractors** use appropriate products that effectively disinfect properly scrubbed and cleaned salvageable mold/mildew infected wood products. Beware of any mold/mildew inspector, mold/mildew remediation contractor or other individual that recommends or uses chlorine bleach for mold clean up on wood-based building materials.

## Chlorine Bleach Is Active Ingredient in New Mold & Mildew Products.

The appearance of new mold and mildew household products on store shelves is on the rise. Most are dilute solutions of laundry bleach. The labels on these mold and mildew products state that they are **for use on (again) hard, non-porous surfaces and not for wood-based or most roofing materials**. Instructions where not to apply the products are varied. **A few examples where the branded products should not be applied include wood or painted surfaces, aluminum products, metal (including stainless steel), faucets, marble, natural stone, and, of course, carpeting, fabrics and paper.** One commercial mold and mildew stain remover even specifically states it should not be applied to porcelain or metal without immediate rinsing with water and that the product isn't recommended for use on formica or vinyl.

## Caveat Emptor!

Before purchasing a mold and mildew product, read and fully understand the advertised purpose of that product — and correctly follow the use instructions of a purchased product. The labeling claims on these new products can be confusing — some say their product is a mold and mildew remover while another says their product is a mildew stain remover and yet others make similar 'ambiguous' claims. Make double sure that the product satisfies your intended need on the surface to which it is to be applied. If your intention is to kill mold, make sure the product does exactly that and follow the directions for usage. Consumers may find that mixing their own diluted bleach solution will achieve the same results when used on surfaces recommended by manufacturers of commercial mold and mildew cleaning products — keep in mind that the use of chlorine bleach is not for use on mold infected wood products including wall board, ceiling tiles, wall studs, fabric, paper products, etc.

## Conclusion.

Laundry bleach is not an effective mold/mildew killing agent for wood-based building materials and NOT EFFECTIVE in the mold/mildew remediation process. OSHA is the first federal agency to announce a departure from the use of chlorine bleach in mold remediation. In time, other federal, state and other public safety agencies are expected to follow OSHA's lead. The public should be aware, however, that a chlorine bleach solution IS an effective sanitizing product that kills mold on hard non porous surfaces and neutralizes indoor mold allergens that trigger allergies.

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**CAUTION: DO NOT MIX CHLORINE BLEACH WITH OTHER HOUSEHOLD CLEANING AGENTS. DOING SO CAN CAUSE SERIOUS HARM TO HUMAN HEALTH AND EVEN DEATH.** For example, mixing chlorine bleach with cleaning products that contain ammonia or acid (vinegar, as one example) releases chlorine or chloramines, gases which are highly TOXIC.

# Emulsifier PLUS

**BLEACH FRIENDLY** house wash for vinyl, aluminum and wood siding.

One drum pak of EMULSIFIER PLUS makes **110 GALLONS** of a heavy duty concentrate or **55 GALLONS** of a Severe Duty Extract.

## Available Sizes - 'CLICK' part number to order

**55 to 110 Gallon Drum Pak Part #EMUP55**

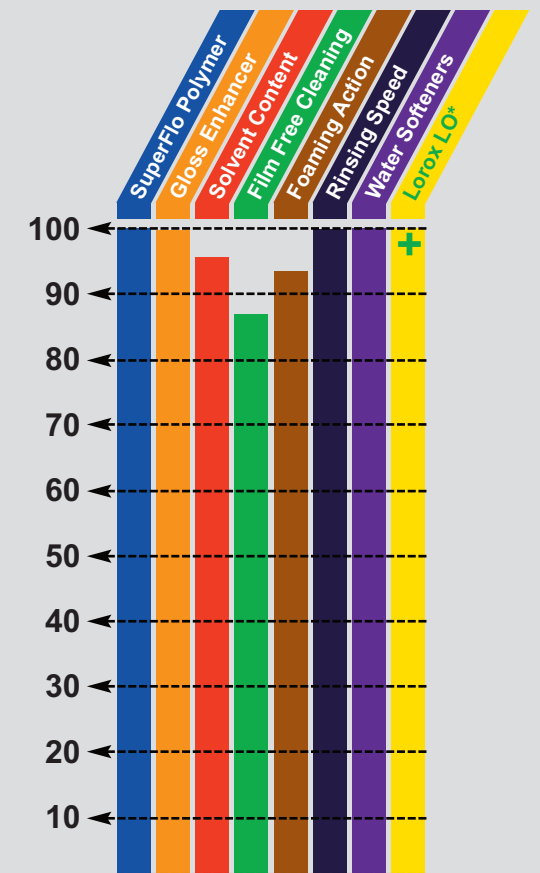
Contains a heavy concentration of 'bleach' friendly surfactants and solvents, 'buffered' heavy duty builders, 'quick rinse' agents and silicone based gloss enhancers.

Also available in a:

**30 to 60 Gallon Drum Pak Part #EMUP30**

**5 to 10 Gallon Drum Pak Part #EMUP5**

To determine which product is best suited for your operation see the inside front cover for the explanation of this chart.



\*Contains Lorox LO surfactant

## When you have to penetrate an inch of mildew FIRST the easy answer is Emulsifier Plus!

An important part of our house wash detergent portfolio has focused on a method to combine 'sodium hypochlorite' (chlorine) with a detergent. Our customers need to do this in order to work through a heavy build-up of mold/mildew before they can get at other surface pollutants that bleach will not clean.

At EnviroSpec safety has always been equally as important as performance. At the onset of this project we first had to take into account that Sodium hypochlorite, the active ingredient in chlorine bleach, has a dangerous and sometimes explosive reaction with ammonia, drain cleaners and other acids so none of those ingredients could be considered as part of the blend.

It took well over a year of formulation and field testing before our product Emulsifier Plus was presented to the professional house washing industry as the one house wash product that can *do it all*. Since then Emulsifier Plus has been *our industry's #1 selling house wash detergent*.

**USE THIS PRODUCT if you need to add a little bleach to the mix to help you penetrate down to other embedded surface pollutants. Contains Orange Peel Solvents and Gloss Enhancers**

We won't have a society if we destroy the environment.

# BIO-GREEN

HOUSE WASH for vinyl, aluminum and wood siding.

One drum pak of Bio-Green makes **110 GALLONS** of a heavy duty concentrate or **55 GALLONS** of a Severe Duty Extract.

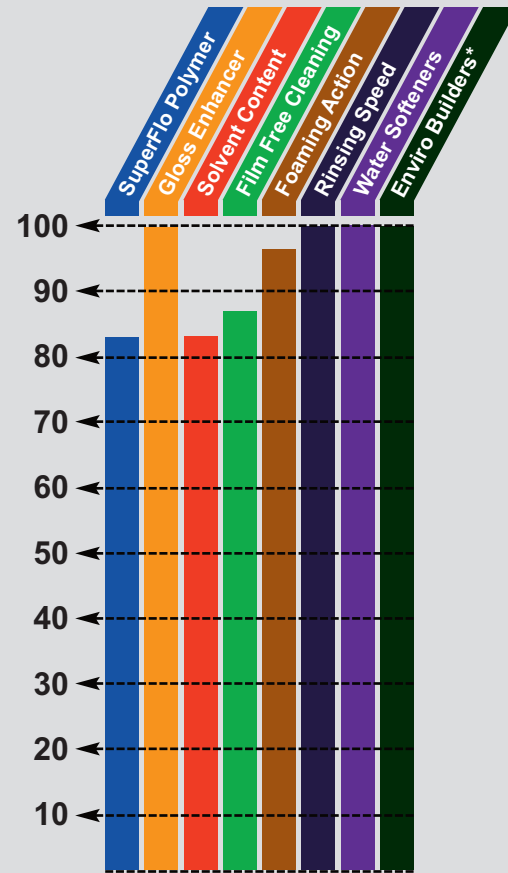
**Available Sizes - 'CLICK' part number to order**

**55 to 110 Gallon Drum Pak Part #BG55**  
 Contains a heavy concentration of butyl solvents, 'buffered' heavy duty builders, surfactants, 'quick rinse' agents and silicone based gloss enhancers.

Also available in a:

- 30 to 60 Gallon Drum Pak Part #BG30**
- 5 to 10 Gallon Drum Pak Part #BG5**

To determine which product is best suited for your operation see the inside front cover for the explanation of this chart.



\*Extra environmentally friendly builders

**OURS IS THE QUEST FOR SUSTAINABLE ENVIRONMENT WHILE LEADING THE WAY IN SAFETY AND PERFORMANCE.**

As it is with every aspect of EnviroSpec innovation, the industry benefits from our unique combination of intense devotion and extensive diversity. It also benefits because of our commitment to our planet.

For generations, EnviroSpec has been breaking new ground in detergent chemistry in order to help preserve the earth for future generations. Bio-Green is an incredible, *high performance* example of that commitment. It is our way of bringing a greener tomorrow to your life *today*.

Bio-Green, a product of our environmental portfolio, is a product that will tackle the toughest jobs. Mildew, exhaust carbons, acid rain and general fall-out pollutants are no match for Bio-Green.

**USE THIS PRODUCT** for medium to heavy duty cleaning on surfaces that contain mildew but do not contain exhaust carbons. Contains Gloss Enhancers

# POWER HOUSE

Use cold water with this house wash for vinyl, aluminum and wood siding.

One drum pak of Power House makes **110 GALLONS** of a heavy duty concentrate or **55 GALLONS** of a Severe Duty Extract.

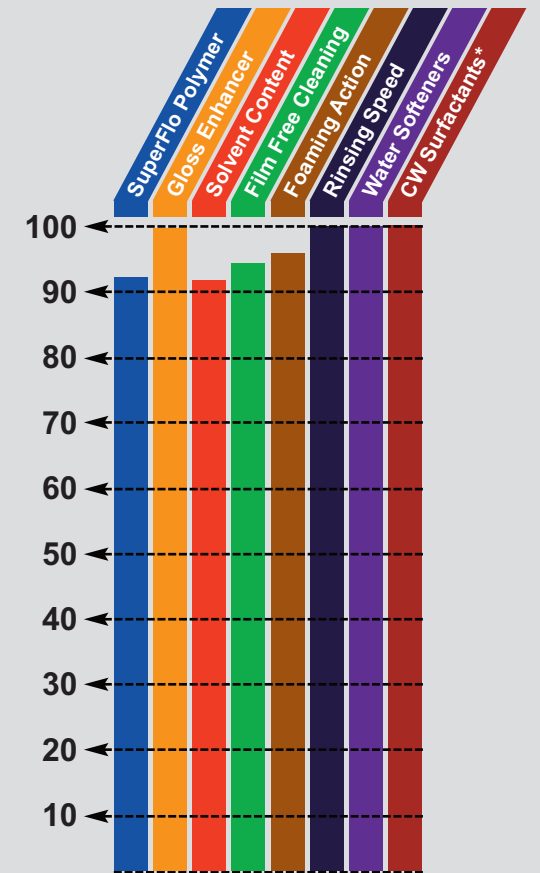
**Available Sizes - 'CLICK' part number to order**

**55 to 110 Gallon Drum Pak Part #PH55**  
 Contains a heavy concentration of butyl solvents, 'buffered' heavy duty builders, surfactants, 'quick rinse' agents and silicone based gloss enhancers.

Also available in a:

- 30 to 60 Gallon Drum Pak Part #PH30**
- 5 to 10 Gallon Drum Pak Part #PH5**

To determine which product is best suited for your operation see the inside front cover for the explanation of this chart.



\*Surfactant base for cold water equipment

**FORMULATED TO WORK WITH COLD WATER EQUIPMENT**

EnviroSpec blends the commitment of its lineage with *technology, performance and safety* and a promise that you will never use a product that will provide you with a more consistent satisfactory result.

Like every aspect of EnviroSpec innovation, Power House sets the stage for unparalleled performance while leaving behind a clean, safe world that everyone will enjoy tomorrow.

Hard water requires high-yield, performance detergents for industrial power washing. While most products in the industry contain only 2 to 4 builders and surfactants - EnviroSpec products will contain as many as 12. All of which will target specific cleaning function.

Typically hot water is the preferred method of applying and rinsing cleaning chemicals from the surface. However, you will find POWER HOUSE to work equally as well in a cold water environment. This is especially important in States like Florida, Georgia & Texas where it is not uncommon to see surface temperatures reach 130 degrees and even higher. Since heat generates alkalinity you can see how *high* ambient temperatures will allow Power House to perform as well as if you were using a hot water system.

**USE THIS PRODUCT** if you use cold water equipment for medium duty cleaning. Contains special cold water friendly surfactants and Gloss Enhancers



# PREMIER

use cold water with this house wash for vinyl, aluminum and wood siding.

One drum pak of Power House makes **110 GALLONS** of a heavy duty concentrate or **55 GALLONS** of a Severe Duty Extract.

### Available Sizes - 'CLICK' part number to order

**55 to 110 Gallon Drum Pak Part #PRE55**

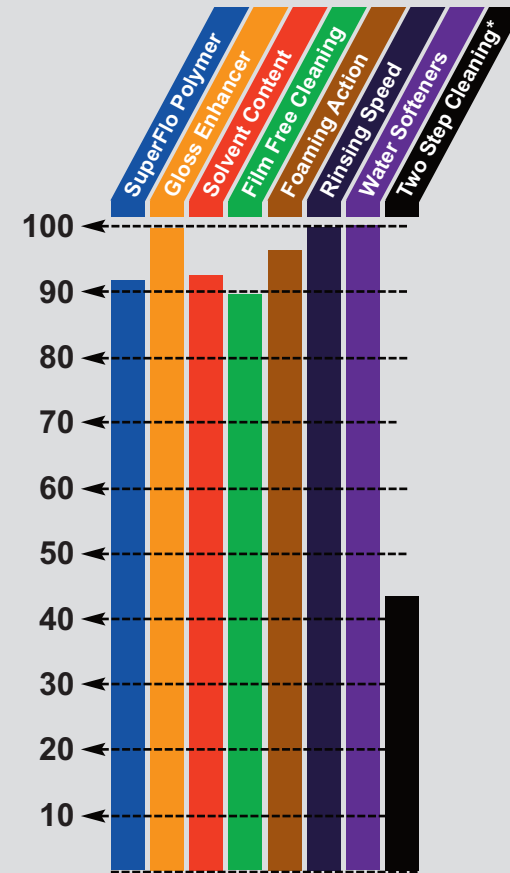
Contains a heavy concentration of butyl solvents, 'buffered' heavy duty builders, surfactants, 'quick rinse' agents and silicone based gloss enhancers.

Also available in a:

**30 to 60 Gallon Drum Pak Part #PRE30**

**5 to 10 Gallon Drum Pak Part #PRE5**

To determine which product is best suited for your operation see the inside front cover for the explanation of this chart.



\*This process requires both Acid and Detergent.

# PLEX-MASTER

Dan Galvin of East Coast Power Wash makes **hundreds of thousands** of dollars promoting his annual PlexMaster followup program

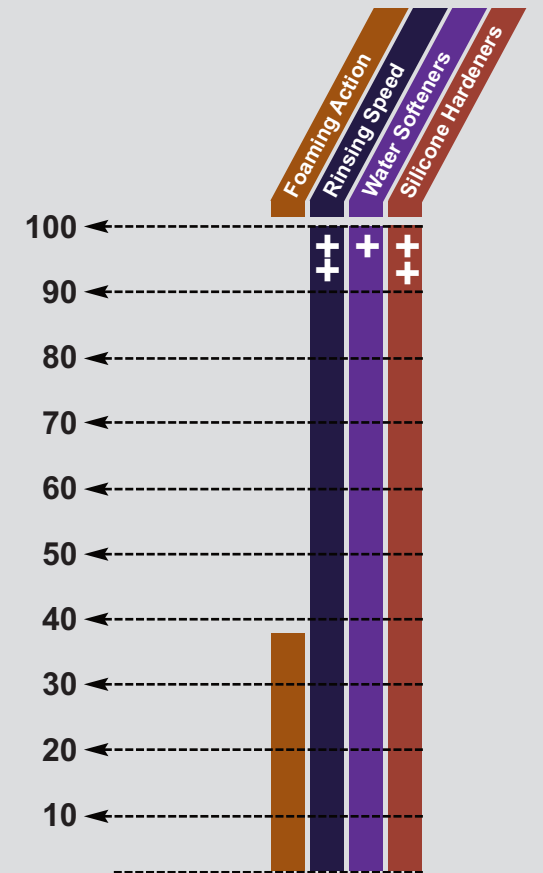
Contains Silicone Hardeners

### Available Sizes - 'CLICK' part number to order

Add 1-Gallon of PLEXMASTER to 10-gallons of water and further dilute through an Allison chemical injector at a rate of 20 parts water to 1 part diluted product. Requires a very quick and easy rinse.

**5-gallon container makes 55-gallons Part #PLE5**

To determine which product is best suited for your operation see the inside front cover for the explanation of this chart.



## Inspiration comes by understanding customer needs

When considering the scale of global environmental issues, such as power washing, it may seem as though EnviroSpec has a relatively small impact. But with our commitment to produce products that are environment friendly and with thousands of contractors nationwide using our product, it starts to add up.

Premier was formulated, tested and approved on site by our application engineers during a cleaning project at the University of Connecticut in the late 80's. The *environmental challenge* was as follows: First it had to be able to remove the heavy streaks and fallout pollutants from vinyl and painted aluminum surfaces and it had to be *gentle to the environment*. Since that date Premier has been a heavy favorite of professional contractors throughout the industry who specialize in 'high-end' residential and commercial cleaning.

You will find Premier to work equally as well with both hot and cold water equipment. It contains special wetting agents, inhibitors, buffers that are aimed toward medium to heavy duty cleaning in the hotter climates where fast drying time can be a problem.

**USE THIS PRODUCT** for medium to heavy duty cleaning on surfaces that contain mildew but do not contain exhaust carbons. Contains Gloss Enhancers

## Mildew Retardant & Surface Protector with Gloss Enhancers

Specifically formulated for the Exterior House Washing Industry

Plex-Master is a blend of silicone & silicone hardener, polymer and mildew retardant that will enhance the appearance of Vinyl and Aluminum Siding, Painted Wood and Metal surfaces after cleaning. Plex-Master is also an excellent product that will eliminate or substantially reduce the reformation of mold and mildew on all surfaces.

Plex-Master provides a distinctive edge that will separate the Professional Contract Cleaner from the "Splash 'N Dash" house washer. For just pennies per job the contract cleaner can provide the homeowner with a 'cleaner clean' and a 'brighter shine' that will last much longer than that of their closest competitor.

When you explain the advantages of using environment friendly products that will leave the soil exactly the way you found it and the added benefit of the Plex-Master application you have virtually left your competitors in the 'dust (dirt)'. With the addition of this product to your sales presentation you will be washing houses from \$400.00 and up even though your competitor quoted them for \$79.95. This is a fact that has been proven time and time again.

Mildew, which will form on virtually anything, will be much easier to remove when the surface has been coated with Plex-Master. In most cases the homeowner will be able to keep the surface looking *alive* and free of mildew for up to 1-year with an occasional rinse down using a standard garden hose. Another great feature of Plex-Master is that once applied and rinsed before it has been allowed to dry, the windows will be 'squeaky' clean.

# FINAL-PHAZE SEALER

After washing the roof use cold water along with an Allison Injector to apply **FINAL-PHAZE SEALER**.

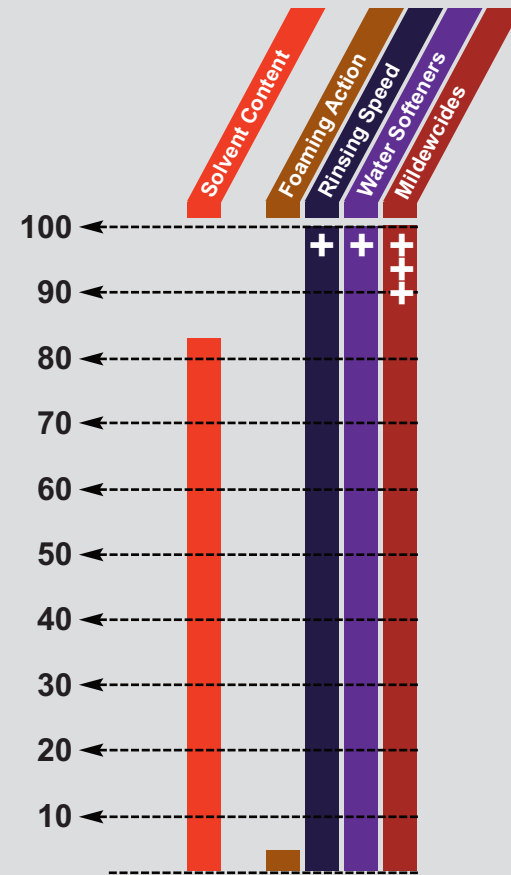
Contains d'Limonene Solvents that keeps root beds in check.

### Available Sizes - 'CLICK' part number to order

Add 1-Gallon of FINAL-PHAZE Sealer to 4-gallons of water and further dilute through an Allison chemical injector at a rate of 20 parts water to 1 part diluted product. Requires a very quick and easy rinse.

5-gallon container makes 25-gallons Part #FPS5

To determine which product is best suited for your operation see the inside front cover for the explanation of this chart.



# PREVAIL

Use cold water with this house wash for vinyl, aluminum and wood siding.

One drum pak of Prevail makes **110 GALLONS** of a heavy duty concentrate or **55 GALLONS** of a Severe Duty Extract.

### Available Sizes - 'CLICK' part number to order

55 to 110 Gallon Drum Pak Part #PREV55

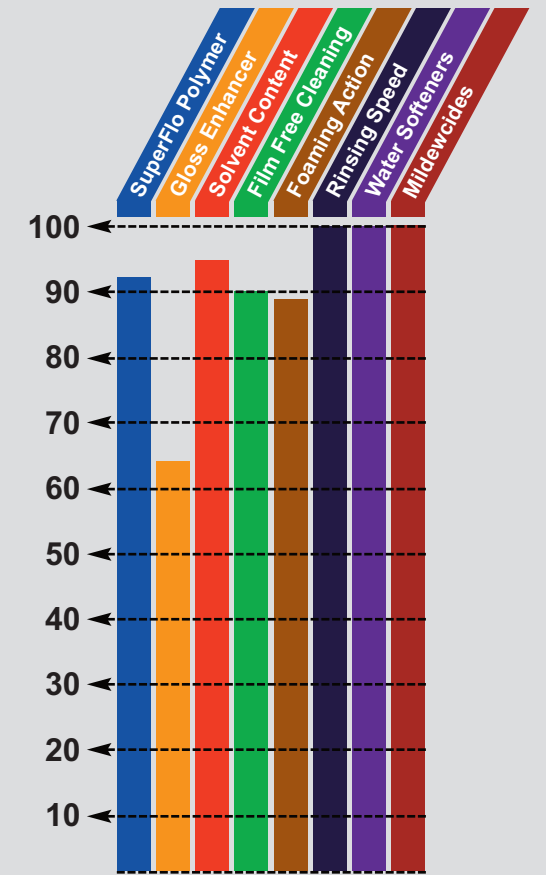
Why 'mask' the problem by removing the surface mildew with bleach when you can KILL and clean harmful mildew root beds? Contains a heavy concentration of penetrating mildewcides.

Also available in a:

30 to 60 Gallon Drum Pak Part #PREV30

5 to 10 Gallon Drum Pak Part #PREV5

To determine which product is best suited for your operation see the inside front cover for the explanation of this chart.



## EXTEND THE LIFE OF YOUR CLIENTS ROOF SYSTEM WHILE YOU EXTEND THE CLEANING INTERVALS 3-FOLD.

Why not offer your client something other than the *same-old-same-old*? Offer them a roof protectant and cleaning program that will keep their roof mildew and pollutant free for years to come. Offer them the Prevail FINAL-PHAZE Program and make 3-4 times as much as an *in-and-out bleach job*.

FINAL-PHAZE will give you an opportunity to develop a program such as the one many of our contractors use with PlexMaster where they wash the house, apply the PlexMaster treatment and do a follow up the next year to reapply the PlexMaster. Dan Galvin of East Coast Power Wash will tell you that he makes hundreds of thousands of dollars from his follow-up PlexMaster program. You can do the same with the FINAL-PHAZE program.

Companies will tell you that the cost of putting on a customer is very expensive so why not stop replacing clients by enrolling them in a guaranteed annual visit.

**USE THIS PRODUCT** to seal and protect your customers roof. And remember, each time you use bleach to clean an asphalt shingle roof you loose anywhere from 2-4 years of roof life.

## DEEP CLEANING OF ROOFS WHEN YOU WANT TO KILL THE MILDEW ROOT BED

For most homeowners the beginning of spring brings with it a sense of growth and rebirth as the air turns warmer and the first flowers of the season begin to bloom. Outside the world takes on a renewed freshness as the ground sheds its winter coat. This is why spring has been an ideal time for doing a deep cleaning and more often than not it is the *exterior of the house* that is at the top of the list of projects. In the warmer climates the roof seems to always be the first priority.

Most will call a contractor to perform the roof cleaning service. More often than not, when they take on the job bleach is their cleaning product of choice. Unfortunately, bleach is nothing more than a quick, temporary fix to the problem and will only desolve surface mildew and the mildew will reappear in a few short months.

Along with medium pressure between 800-1200 PSI, Prevail is the answer to penetrating and destroying the mildew root bed.

To really extend the life of the job the contractor should also consider applying a coat of FINAL-PHAZE Sealer.

**USE THIS PRODUCT** for removing and destroying the mildew root bed on roofs. For an additional charge adpply our roof protectant and mildew retardation product FINAL-PHAZE Sealer.

## RESTORE

Simply Put - Awesome!  
Brings Old Wood Back to NEW

Cedar Shakes & Unpainted Wood Surfaces such as Decks - Stripping Antique Furniture - Cleaning Tile Grout - Laundry Presoak & Bleach Replacement - Carpet Cleaning ... *you just won't find anything better than RESTORE!*

For Cedar Shakes and unpainted Wood Decks simply spray RESTORE on, wait 20 to 30 minutes, and rinse off. You will not believe your eyes! No more harsh bleach or surface and vegetation aggressive chemicals. Totally removes black mold and mildew build-up on shakes, regardless of how long it has been there.

RESTORE works by means of oxygenation and should not be mixed with water until the operator is ready to perform the job. Once RESTORE is in solution, the operator will have approximately 1-2 hours before the product has exhausted itself. Mix up enough so that you will be able to get the product on the surface within this time. Mix approximately 1/2 to 1 pound of RESTORE into 1 gallon of water and stir several turns. Complete solubility is not necessary since RESTORE will go into solution on its own through the oxygenation process. Using a ShurFlo Pump place the pick-up line in the solution and spray product directly onto the surface. When product has removed pollutant, rinse with low pressure, 500 - 1000 PSI is all that is required. When using this product on pressure treated wood we recommend the 1/2 lb to 1 gallon of water ratio and rinsing with no more than 500 PSI. Higher dilutions and pressures will cause the surface to 'fuzz' up. When this happens it is generally a temporary situation that will correct itself in a couple of days. Do not use a pump-up sprayer to apply Restore since this product builds pressure when added to water and will over pressurize the sprayer which could result in an injury should the sprayer erupt.

This product will provide unbelievable results. You will be able to produce twice the results in 1/3 the time and with little to no mess. You'll never use harsh chlorine cleaners or solvent based strippers again.

5 Gallon Kit order #RES5  
30 Gallon Kit order #RES30  
55 Gallon Kit order #RES55

## FIBER-X

The Purest Form of Oxygenated Cleaners  
& the only one with d'Limonene Solvents

We are widely regarded as one of the leading global experts in the development and implementation of Green cleaning solutions and the invention Fiber-X, our latest wood rejuvenator, is a good example why most experts turn to EnviroSpec to help them with their toughest cleaning projects.

**Fiber-X** is a blend of oxygenators, orange peel solvents and cross-linked surfactants that break the degenerative cycle of drying & decaying wood fibers that begins when environmental factors come into play. When used as directed Fiber-X breaks this cycle by allowing the wood to breath more efficiently. The orange peel solvents help to penetrate and eliminate any existing wood destroying bacteria by weakening it's cell wall. When the cell wall is weakened or disrupted, it can no longer function. This forces the cell to burst due to osmotic effects (water rushing into the cell). At this point wood fibers can recapture their shape while continuing to exist in a harsh outdoor environment.

For best results place 1/2 to 3/4 pound of product into a clean 5 gallon pail filled with slightly warm water. Pour in the product and stir 8-10 times. At this point approximately 80% of the powder will still be at the bottom of the pail. Apply by placing the chemical pick-up line from a 12V or 115V SHURflo or Flojet pump at the bottom of the pail and begin to drench the wood surface. By the time you have completely drained the pail all of the product will have been solubilized through its own oxygenation process. Allow to stand for approximately 15-20 minutes and rinse.

In some cases, especially with pressure treated wood, the surface will 'fuzz.' This will normally return to its natural state in a few days. Occasionally a light sanding may be required. It is because of this that we recommend a 1/2 pound per gallon of warm water for pressure treated wood.

5 Gallon Kit order #FIB5  
30 Gallon Kit order #FIB30  
55 Gallon Kit order #FIB55

## RIPPER

Removes those 'nasty' black plant sap streaks  
& heavy surface oxidation on gutters

Our House Wash Collection offers a rich assortment of job matched cleaning products that are uniquely EnviroSpec. RIPPER is just one in that collection that has been making the Exterior House Washing Professional's job so much easier for so many years. To professionals, the real beauty to any of the EnviroSpec performance products is how fast, how effective and how safe they are to use.

RIPPER, developed specifically for gutter streaks & oxidation removal, utilizes several blends of high-performance solvents and specially blended surfactants to deliver optimum efficiency. Knowing that no two gutters will clean alike, EnviroSpec has incorporated into RIPPER a variety of solvent blends that will work independently on the specific pollutant that has created the streak. One of these unique solvents will attack and eliminate the problem.

Of all the questions that have been thrown at us about house washing - the question of how to safely remove gutter streaks is by far the most frequent. We know that solvents are the only products that will safely remove gutter streaks and RIPPER has more than twice the solvent content than most cleaning products in our industry.

After it's introduction into the industry in 1987 RIPPER soon became the envy of many companies who are in the business of manufacturing products for such a demanding industry. Many of those companies sell sodium or potassium hydroxide base products to tackle the gutter streak problem and the unsuspecting contractor buys them not knowing that what they are actually buying are paint strippers. RIPPER is a more effective and much safer way to eliminate the gutter streak & oxidation problem.

5 Gallon Kit order #RIP5  
30 Gallon Kit order #RIP30  
55 Gallon Kit order #RIP55

## LAUROX LO

ADD TO BLEACH  
EMULSIFYING SURFACTANT & FOAM GENERATOR  
with AMMONYX® LO

SURFACTANT PROPERTIES:

- BLEACH STABLE • HEAVY CITRUS FRAGRANCE
- FOAM ENHANCER • EMULSIFIER • FOAM STABILIZER
- WETTING AGENT • VISCOSITY BUILDER

LAUROX LO is a unique blend of AMMONYX® LO, solvents, water softeners and quick rinse additives.

With the addition of LAUROX LO to bleach, detergent or acids you can expect a quick rinsing thick foam with dramatically enhanced cleaning characteristics.

Add 1 gallon of Laurox LO to 55-gallons of product.  
5 Gallons #ZLLA5

## DECK & SHAKE BRIGHTENER

High pH 'detergent beds' especially sodium or potassium hydroxide, shorten the life of wood.  
DECKS MUST BE NEUTRALIZED AFTER CLEANING!

DSB (Deck & Shake Brightener) is a product that must be applied to a wooden deck in order to neutralize and brighten the wood after being cleaned.

Quite often contractos who are just starting out in the deck cleaning business will use harsh sodium or potassium hydroxide base cleaners to perform this service. Although the hydroxide family of products are extremely effective in the drain cleaning and exhaust hood cleaning industrys they are not recommended for wood cleaning. When used they immediately start breaking down wood fibers.

The ideal deck cleaning system would be cleaning the deck first with our product Restore or Fiber-X and then applying a coat of Deck & Shake Brightener.

The Restore and Fiber-X will be sprayed on and allowed to sit for approximately 20 minutes. Reapply if necessary. Rinse and apply a coat of DSB and allow to stand for another 20 minutes.

The DSB process will return the wood to a neutral pH as well as begin a brightening process.

5-Gallon Kit order #DSB5  
30-Gallon Kit order #DSB30  
55-Gallon Kit order #DSB55

## PREPEZZ

Pre-Paint Surface Prep  
With paint bonding agents

This non-caustic, specialty solvent based pre-paint prep product has been specifically formulated to safely remove surface oxidation, mildew and general fallout pollutants prior to painting while leaving behind a unique 'paint to surface' bonding environment.

When used properly PrepEZZ will insure that your finished product will last many years longer than what you would normally expect based on paint manufacturers claims. Our unique SuperFlo Polymer Additive, an EnviroSpec exclusive, charges the surface in such a manner that 'locks down' paint adhesion. Used properly the professional painting contractor can be assured that they will never be called back to the job site because the paint is "lifting" or "flaking".

PREPEZZ powder kits can be easily dissolved into 20 gallons of water and can be used with hot or cold pressure washers. It does not contain harmful caustics or bleach. 20 Lb. Kit order #ZPPREP20

## RUST-A-WAY

Specifically formulated  
to Remove Well Water Rust Stains

*Spray-on! Rinse-off! No Scrubbing Necessary!*

If you work or live in Florida there are two things you must have and they are a bathing suit and a box of Rust-A-Way!

RUST-A-WAY crystals are a unique blend of mild acids and surfactants specifically formulated to remove well-water rust stains from concrete surfaces.

*Simply spray it on - have a cup of coffee and rinse off.*

Not for use on Brick containing iron oxide pigments. Always run a test pattern in an inconspicuous area if you are not sure.

5 Gallon Kit #RUS5 30 Gallon Kit #RUS30 55 Gallon Kit #RUS55

# How do the best house washers wash houses? Here's how.

## Surface Washing Methods

Wash a house with the intention of removing pollutants, surface oxidation, as well as removing mold and mildew. By doing so you provide customers with a superior result, and make 'splash & dash' competitors look like amateurs. 'Splash & dash' refers to someone who "splashes" bleach or dish washing detergent on the house, gives it a quick rinse, then grabs the check and leaves.

There are various levels of clean, and various qualities of work. Quality contractors use a pressure washer rated from 4 to 6 GPM and from 1500 to 2000 PSI. You'll also need an *Allison Super Suds Sucker* chemical injector, a quality house wash detergent, a surface sealer, a brush, and extension pole.

Washing a house with a pressure washer is accomplished in four steps. The four steps are: detergent application, high pressure rinsing, surface sealant application, and another high pressure rinse.

## Detergent Products

For washing most types of siding, use *Limonene* or *Premier* from EnviroSpec. If you are working on a house that is heavily covered with mildew, use *Emulsifier Plus* with a little added bleach.

## Detergent Application

Apply the detergent concentrate through your Allison injector. Always apply detergent from the 'bottom-up,' and high pressure rinse from the 'top-down.' Do not use an x-jet type nozzle because it will force detergent under the siding and create a high pressure detergent 'mist' that will saturate other surfaces in the neighborhood. An x-jet type nozzle is great for the splash & dasher, but because it is a high pressure nozzle it forces the cleaning solution underneath the siding where it will emulsify (dissolve) pollutants and cause 'streaks' as it drips out over the siding later.

Always adjust the strength of your detergent by running a test pattern in an inconspicuous area on the house, maybe behind a bush. One of the most common problems a house washer has is thinking that 'more is better,' and with some detergents more is indeed better—but not with EnviroSpec 'job-matched' high performance detergents. Always apply a detergent test to an area that is small enough so the product can be removed before it dries on the surface. Never allow any product to dry on glass.

Remember that once you have applied the detergent

you will be switching the injector from 'low-pressure detergent' to 'high-pressure rinse' and when you do, you will have a hose that is full of detergent. This means that for a short period of time the remaining detergent in the hose will be coming out under high pressure. While in this phase make sure that you 'clear' that remaining detergent onto the lower part of the house, such as the foundation. If you clear it 'high' you will be creating the same problems that you would have with an x-jet type nozzle as described earlier. Always avoid getting detergent on the roof.

## Pressure Washing

You will need to pressure wash by 'pattern cleaning' in an overlapping method much like you would when spray painting a surface. Work from the top to the bottom. As the siding is cleaned, work slowly back and forth with the nozzle about three to eight inches off the surface. On heavily oxidized siding, try running with hot water, around 150 degrees. Hot water helps cut surface oxidation. A water temperature in excess of 150 degrees is detrimental to detergent performance. On the other hand, if it is extremely hot outside you should try cooling the surface with a high pressure spray of cool, clean water so as not to create an 'alkaline shock' that could result in 'flash' oxidation—which creates a dull surface. After completing each section, rinse all windows thoroughly.

Clean the gutters at the same time as the siding. If the gutters are difficult, you should complete the washing process and then go back and 'touch-up' the gutters. To do this, use a pail with a small amount of detergent concentrate in it. Dip a brush on an extension pole into the detergent and "run" the entire gutter with the brush. Re-rinse the areas under the section(s) of the gutter that you touched up.

## Surface Sealer

After completely pressure washing the siding, reverse direction and apply *Plex Master* surface sealer. Apply and rinse one side of the house at a time until completed. This treatment will take about 20-30 minutes to complete on a 2,000 s/f house. Again, do not allow the sealer to dry on the glass.



# NEW ROOF & DECK WASH PRODUCTS



## SHINGLE TINGLE

### PACKAGING:

- #ST10 - 10 LB Kit makes 10-20 Gallons of Ready-to-use
- #ST20 - 20 LB Kit makes 20-40 Gallons of Ready-to-use
- #ST40 - 40 LB Kit makes 40-80 Gallons of Ready-to-use

SHINGLE TINGLE - Our new DEEP CLEANING ROOF SHAMPOO!

SHINGLE TINGLE uses the power of oxygenators and citrus peel solvents to penetrate deep down into the surface of the roof to effectively eliminate root growth and bacteria that exists on and below the surface. The high concentration of oxygenators creates foam which draws impurities to the surface which can then be rinsed away along with dirt and grime leaving the roof SPARKLING CLEAN!

## decktec

### PACKAGING:

- #DT10 - 10 LB Kit makes 10-20 Gallons of Ready-to-use
- #DT20 - 20 LB Kit makes 20-40 Gallons of Ready-to-use
- #DT40 - 40 LB Kit makes 40-80 Gallons of Ready-to-use

Unlike any other detergent that you will find on the market EnviroSpec products were conceived and developed by a professional contractor just like you. Why? Again - *just like you*- he fell prey to every 'claim-to-fame' product that cost a lot and did little! You might say that it was survival that took him to this end.

Professionals looking to DEEP CLEAN decks or unfinished wood surfaces should look no further than DECKTEC. This impressive product reaches deep down inside the wood fibers to effectively kill the roots of mold and mildew while cleaning dirt and grime from the surface. DECKTEC is perfect for prepping surfaces prior to staining by creating an unpolluted root-free environment for the stain to adhere to. Every professional knows... the best surface to apply stain to is a CLEAN surface!



# PERFORMANCE BUILDER

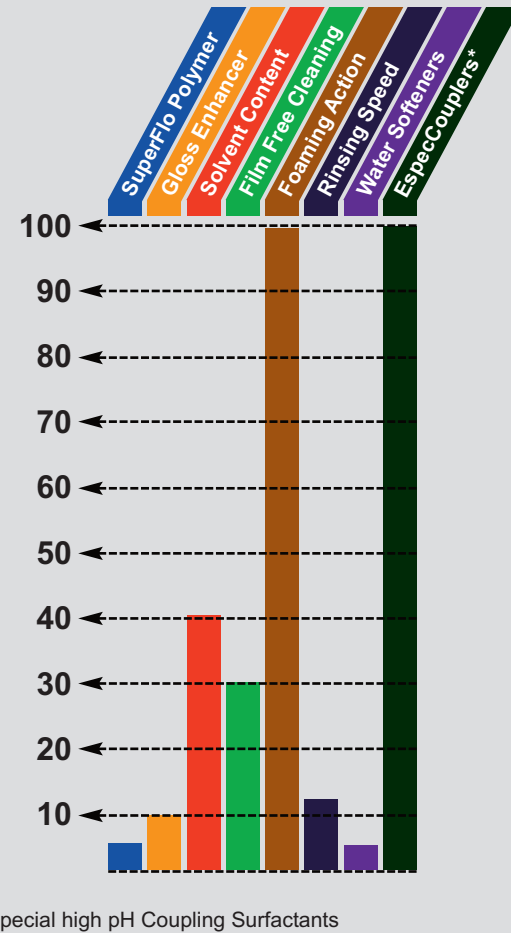
Add one gallon of Performance Builder to 55-gallons of liquid sodium or potassium hydroxide and you have just saved hundreds of dollars.

## Available Sizes - 'CLICK' part number to order

Since most exhaust hood cleaners are nothing more than liquid sodium or potassium hydroxide that contains a high pH stable surfactant and a lot of water why not make your own and save hundreds. Simply add 1-Gallon of Performance Builder to 55 gallons of liquid potassium or sodium hydroxide for the most cost effective exhaust hood cleaner in the industry. Wear protective goggles and clothing when mixing.

5-gallon container makes 5 ea. 55 gallon drums Part #PBC5

To determine which product is best suited for your operation see the inside front cover for the explanation of this chart.



## EXHAUST HOOD CLEANING

# HOOD-PRO

The Industry's ONLY NON-CAUSTIC hood cleaner

One drum pak of HOOD PRO makes **110 GALLONS** of a heavy duty concentrate or **55 GALLONS** of a Severe Duty Extract.

## Available Sizes - 'CLICK' part number to order

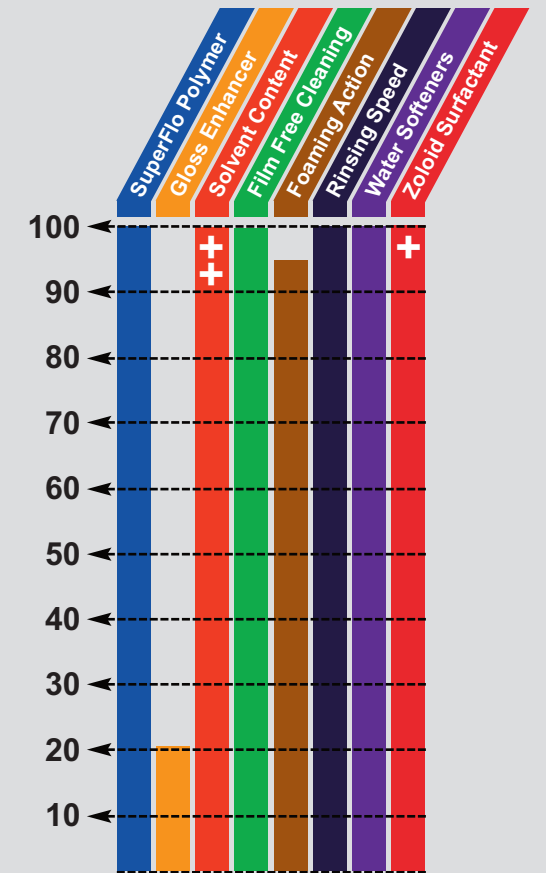
55 to 110 Gallon Drum Pak Part #HP55  
Solvent based product specifically formulated to dissolve baked on animal, bone and butterfats commonly found in the restaurant industry.

Also available in a:

30 to 60 Gallon Drum Pak Part #HP30

5 to 10 Gallon Drum Pak Part #HP5

To determine which product is best suited for your operation see the inside front cover for the explanation of this chart.



**WAIT! Don't buy any more caustic exhaust hood cleaners. If you do you are wasting your money!**

Exhaust hood cleaners are by far the easiest products in the industry to make. They are made by blending 1-gallon of surfactant with 55 gallons of liquid potassium or sodium hydroxide that can be purchased from your local raw chemical distributor.

Since most of the products on the market are diluted from 50-70% water you can see why when you make your own cleaner you will be getting a product that is 2-3 times the concentration level that you are presently purchasing.

Because of the aggressiveness of these two raw materials there are only a couple of surfactants that are stable in the solution for any period of time. Because of the cost of this family of surfactants many manufacturers rely on a 9-mole surfactant such as that found in typical detergents. The trouble here is that by the time you get the product the surfactant has been overwhelmed by the hydroxide to a point where it has exhausted its ability to perform. Performance Builder is a blend of high yield, caustic stable surfactants & emulsifiers that will hold up indefinitely and help to 'crank up' the horsepower of the raw material.

Next time you decide to buy a caustic cleaner order up a gallon of Performance Builder Plus. Then look in your yellow pages for your local chemical supplier. If you can't find one call Univar at 800-233-0633 or <http://www.univarus.com> for their location nearest you.

**Today more contractors are using Hood Pro as their First Choice Cleaner over the strongest caustics on the market!**

Until now Professionals have always had to rely on corrosives for the real tough hood cleaning jobs but not anymore! Hood Pro has revolutionized the industry by providing the contractor with a product that cleans as quick and effective as the 'hottest' hydroxide products in the industry while leaving him completely 'scare free' and with hair still on his arms when the job is complete. Only a Professional Exhaust Hood Contractor can fully appreciate that statement.

EnviroSpec's HOOD PRO product is the non-caustic workhorse of the professional exhaust hood cleaning industry. Known for its consistent high performance, this powerful grease dissolving formula is being used more and more by the professionals who know and understand the disadvantages of using sodium or potassium hydroxide products. The "power" from Hood-Pro comes mainly from a wide variety of special 'ion' charged surfactants not commonly found in the detergent formulary industry. Coupled with a unique "builder" base, HOOD-PRO exhibits unbelievable pH stability and excellent foaming characteristics.

HOOD PRO offers excellent and economical grease dissolving, foaming, wetting, emulsification and biodegradability needed for today's specialized contractor. HOOD PRO is 100% active and highly concentrated. HOOD PRO will respond to your most difficult cleaning project with ease and provide you with an environment which is much safer to humans and less damaging to the surface.

## EVERY HOUSE HAS A DIRTY DRIVEWAY

...and when you forget to include this service in your proposal you have just missed a market and left a 'pile of money' on the table.

Equipped with the right tools like an industrial **Concrete Cleaner** the professional mobile wash contractor will have countless opportunities each week to increase sales. Cleaning residential driveways and walkways is by far the easiest sell and most profitable services a professional contract cleaner can perform.

Just tell your client that a clean house and a dirty driveway is like putting on a new suit and a 'dirty' pair of shoes.'



# a HOUSE WASHERS MOST MISSED MARKETS!

by John Allison  
EnviroSpec - www.envirospec.com



## HERE IS ANOTHER GREAT IDEA!

Banks have billions tied up in foreclosed property.

Why not find the individual at the bank who is in charge of unloading these properties and present the idea that a 'sparkling' house with a 'like new' roof, siding, driveway and walkway will bring many thousands more than one that looks rundown and filthy. - Good luck ☺ John



# POWER STROKE

Specifically formulated for flat surface concrete cleaning

One drum pak of POWER STROKE makes **110 GALLONS** of a heavy duty concentrate or **55 GALLONS** of a Severe Duty Extract.

### Available Sizes - 'CLICK' part number to order

**55 to 110 Gallon Drum Pak Part #PS55**

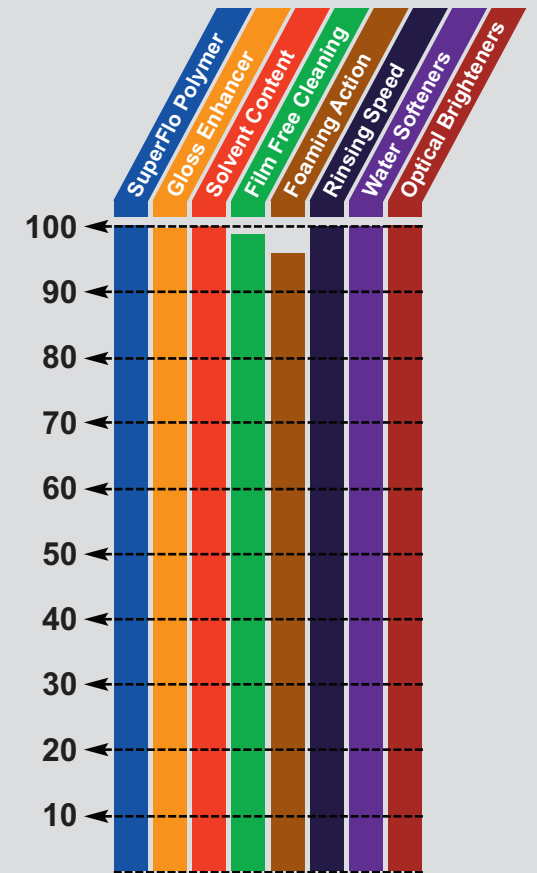
Power Stroke is a blend of anionic and nonionic surfactants, high performance builders, brightening agents, coupling agents and solvents.

Also available in a:

**30 to 60 Gallon Drum Pak Part #PS30**

**5 to 10 Gallon Drum Pak Part #PS5**

To determine which product is best suited for your operation see the inside front cover for the explanation of this chart.



\*Surfactant base for cold water equipment

## The highest non-caustic concrete detergent concentration available in the industry.

Power Stroke has been specifically formulated for heavy-duty oil/grease removal for untreated concrete. Unlike the caustics typically used in this industry Power Stroke is much more user and surface friendly when it comes to over spray.

You will find Power Stroke cleans much 'quicker' than caustics and acids due to it's excellent wetting, rinsing and emulsification properties and SuperFlo Polymer Complex System.

The general rule of thumb in detergent formulation is as follows: Approximately 1 gallon of water will hold approximately 1 pound of powder before separation begins. If your product begins to separate using this calculation, more often than not, your product has been camouflaged with what is known in our industry as fillers. Fillers provide little to no value to the products performance. They are used primarily to add weight and increase the bottom line profit for the manufacturer. A typical filler would be Soda Ash. Using the 1 pound per 1 gallon rule you can see the potency of Power Stroke when you consider that we are able to thoroughly dissolve up to 2.5 pounds of Power Stroke into 1 gallon of water without separation. To our knowledge - no other company can make this claim. The advantage of these concentration levels are two fold: First, the contractor is now able to clean surfaces that normally require the use of caustic cleaners and second, the contractor can work faster and safer which increases their bottom line.

A professional is one who takes the most time performing his trade.

# FRONT-LINE AUTO SHINE

a 'spot-free' detergent for car dealers who want the front-line inventory sparkling for their weekend sales

Contains:  
**SILICONE GLOSS ENHANCERS & 'SPOT-FREE' RINSE ADDITIVES**

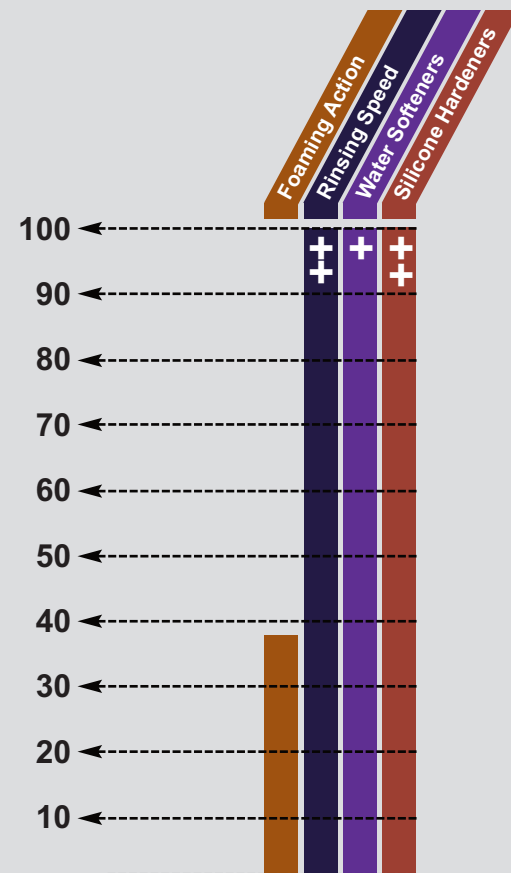
### Available Sizes - 'CLICK' part number to order

Quickly down-stream FRONT-LINE AUTO SHINE on 5-10 cars at a time and 'flush' rinse. No pattern rinsing is required

Always rinse away from the car that you just finished. This process is ideal for cars that are parked close together.

5-gallon container makes 55-gallons Part #FL5

To determine which product is best suited for your operation see the inside front cover for the explanation of this chart.



# PRO-BLEND

Specifically formulated for the **AUTOMOTIVE & RESIDENTIAL** industries.

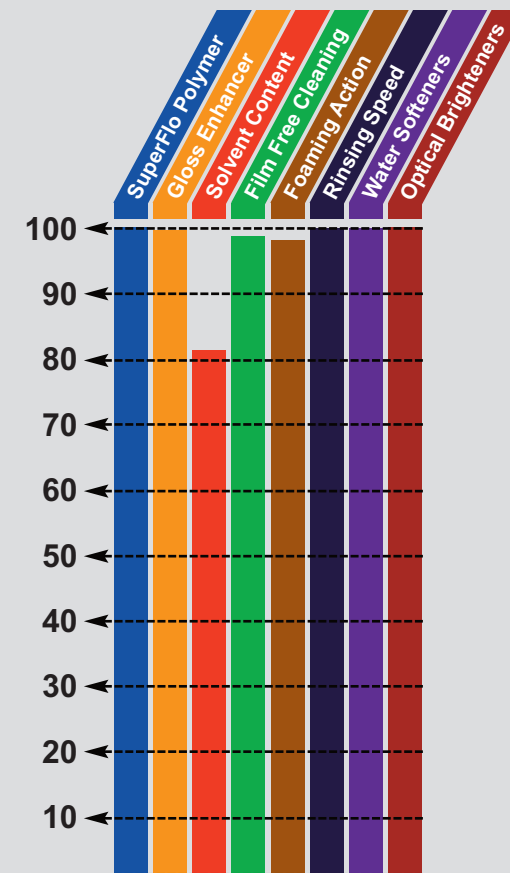
One drum pak of PRO-BLEND makes **110 GALLONS** of a heavy duty concentrate or **55 GALLONS** of a Severe Duty Extract.

### Available Sizes - 'CLICK' part number to order

**55 to 110 Gallon Drum Pak Part #PB55**  
PRO-BLEND is a blend of anionic and nonionic surfactants, high performance builders, gloss enhancers, coupling agents and solvents specifically formulated to safely remove polutants while leaving behind a nice lustre on the surface.

Also available in a:  
**5 to 10 Gallon Drum Pak Part #PB5**

To determine which product is best suited for your operation see the inside front cover for the explanation of this chart.



\*Surfactant base for cold water equipment

There is an 'old saying' in the automobile business that goes like this. "If you can't get them to walk up and take a closer look you will never be able to sell the car!"

New and used car dealers spend thousands on weekly ads attempting to bring buyers to their doorsteps only to find out when they arrive that 'dusty & dirty' cars with loaded with pigeon 'poop' just don't sell. I made a fortune washing cars every Thursday & Friday nights after they close. With this product and after developing the right methods one person can easily wash 75 cars per hour and leave a 'SPOT-FREE' surface.

When you do the math at 75 cars X1.75 per car you can see that this is a very profitable yet little known market. Dealers would much rather pay you to get the job over with and done the right way than to have to pay their lot-man to wash 4 cars an hour and forget to put the keys back where they belong.

Using this product all you will need is an Allison Super Suds Sucker Injector and one man. No scrubbing, no drying and **NO SPOTS!**

## 'Film Free' Cleaning for Cars, Mobile Home & Houses Contains SuperFlo Polymer, Gloss Enhancers & Water Softeners

Pro Blend is, by far, the most effective non-caustic, film free cleaning detergent for cars, and residential surfaces in the professional contract cleaning industry. When used properly, the operator can expect to remove 85% to 90% of all film and oxidation from the surface and leave a 'close to new' lustre.

Pro Blend exhibits excellent wetting, chelating, rinsing and emulsification properties due to its high concentration of our SuperFlo Polymer Complex System. This exotic complex is formulated from a variety of unique dispersants, hydrotopes, and surfactants which are not commonly found in detergent formulations.

The power from Pro Blend originates from a wide variety of uniquely charged ion surfactants, which will alter a positive charged substrate to a negative charge upon contact. This 'bond breaking' function will provide the operator with a safe and effective 'one-step' cleaning process that will help to revive old surfaces better than any product on the market.

Pro Blend replaces the surface damaging caustic cleaners that many contractors are presently using. We encourage you to read your MSDS for the product(s) you are presently using. If you see either of these two ingredients - Sodium Hydroxide or Potassium Hydroxide you are basically using 'paint strippers' and 'oven cleaners' to clean those delicate surfaces.



Burner Students receive a  
**BURNER DIAGNOSTIC CENTER**  
valued at \$150.00



As you can see - we are not doing this to get rich. We are doing it because for over 40 years we have watched while over 85% of the industry goes out of business each year simply because they have to rely on pressure washer distributors to fix their equipment or lack basic marketing and chemical application skills.

So - you can join the mobile washers 'bone-yard' in a year or two or you can get serious about your trade.

When you take our course you will be 10 years ahead of your closest competitor! It is not uncommon for a student to say something like... "I have learned more in the last 4-hours that I have in the last 15 years of washing."

If you would like to attend one of our schools please...

Contact: Heather Galvin  
[heather@envirospec.com](mailto:heather@envirospec.com)



## Professional Development: **Systems Certification School**

Just the other day while I was at McDonalds I ran across the son of an old friend. We sat down in a booth and began to talk about the 'good old days' when he was in high school. We also talked about his college life and the business degree that he earned the previous year from the University of Georgia. I really wanted to talk more but our conversation was interrupted when the manager came over and told my young friend that his break was over and they really needed him back on the grill.

Just think - you have chosen a profession that with a little luck, some hard work and a little knowledge you can earn hundreds of thousands of dollars and the most you may ever have to spend on *your degree* is a few hundred dollars.

**EVERY 3<sup>rd</sup> THURSDAY & FRIDAY**  
of each month starting April 2014

**Number of Seats Available: 8** (reserve early)

Location: Jekyll Island, GA

Food paid: YES - Lunch

Instructors: John Allison and Dan Galvin of EnviroSpec and Greg Dupree with Kohler Engines.

These classes have been designed to help you master your profession and to enjoy it as well. We will teach you to judge situations correctly and be able to react accordingly. Upon completion of these Academy courses you will be 10 years ahead of your closest competitor.

Back in the early 1980's EnviroSpec was the first to hold a systems certification school. Today we are still recognized by professionals as their first choice when it comes to education. *Our students have always prospered!*

### THURSDAY'S CLASS ITINERARY:

#### EQUIPMENT

The class will begin when the students remove a 19hp Kohler EFI engine from it's shipping container and mounting it on an Allison Warhorse Frame. Next the class will install a dual-bearing gear/transmission drive on the pump. They will then install the pump on the engine. From here the class will be assembling all the components that make up the pressure washer while John Allison explains how each component works. He will also be explaining to the class how to adjust, troubleshoot and 'field' service each component.

### FRIDAY'S CLASS ITINERARY:

#### BURNERS

This is the class that everyone who owns a hot water pressure washer has been begging for. When you leave not only will you know burners inside and out but you will also take home with you a burner diagnostic system that you can install on your system so you will be able to diagnose problems in 3 seconds rather than 2 hours.