

# EnviroSpec's Soap for Hope

## FIBER

27 GALLONS  
**\$44.95**



Specifically Formulated to Rejuvenate Wood Fibers

**FIBER** is the purest form of Oxygenated Cleaner & the only oxygenated cleaner with an Orange Solvent

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 ShruFlo 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 GAL	#FIB5	\$24.95
27 GAL	#FIB27	\$44.95
55 GAL	#FIB55	\$89.95

100% of the net profits that are generated from the EnviroSpec Chemical Division are donated to...



These Charities include but are not limited to the following:



Paul Newman's Hole in the Wall Gang Camp  
Ashford, CT



Suzie's Friends Animal Sanctuary  
Homerville, GA

## PRO-BLEND

Quick Rinsing Truck & House Wash loaded with Water Softeners

55 GALLONS  
**\$119.95**

'Film Free' Cleaning in the Truck & House Washing Industry

SuperFlo Polymer Gloss Enhancers - Water Softening Additives - Nonionic Surfactant Base

Pro Blend is, by far, the most effective non-caustic, film free cleaning detergent concentrate in the professional contract cleaning industry. When used properly, the operator can expect to remove 85% to 90% of all road film from both tractor and trailer bodies that are cleaned on a regular basis.

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 one-step cleaning process, rather than the typical acid-alkaline or two-step process that is presently being utilized throughout the industry. The advantages of single step cleaning, using Pro Blend, are twofold, 1) the contractor will be able to provide his/her customer with a much higher quality service, at a much lower cost, or should they choose, greatly enhance their own profit margin, and 2) eliminates the possibility of etching glass which can easily happen when using solutions with a hydrofluoric acid content.

5 GAL	#PB5	\$29.95
20 GAL	#PB20	\$59.95
55 GAL	#PB55	\$119.95

**FREE FREIGHT ON ALL CHEMICAL REGARDLESS OF QUANTITY!**

# Have you visited your local animal shelter lately?

The Industry's #1 Selling Truck Wash

## PRODIGY

55 GALLONS  
**\$119.95**

How good is it? We have one customer who purchases 5,500 drum packs a year!

**CONTAINS SUPER GLOSS ENHANCERS**

Prodigy is, by far, one of the highest non-caustic detergent concentrations available in the industry. Prodigy 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 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 method, 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 integrity and/or performance. They are used primarily to add weight and increase the bottom line profit for the manufacturer. Using the 1 pound per 1 gallon rule, you can see the potency of Prodigy when you consider that we are able to thoroughly dissolve up to 2.3 pounds of Prodigy into 1 gallon of water without separation. To our knowledge, no other company can make this claim. The advantage of these concentration levels are twofold: 1) the contractor is now able to clean substrates that normally require the use of caustic cleaners and 2) work faster and safer, which increases your bottom line.

As the leader in contract cleaner formulations, EnviroSpec goes to great lengths in providing products that are both environment friendly as well as effective, an attitude not commonly found in such a demanding industry.

Since PRODIGY came out in 1986 it has grown to be the most asked for Truck Wash Detergent in the Mobile Wash Industry.

5 GAL #PRO5 \$29.95  
20 GAL #PRO20 \$59.95  
55 GAL #PRO55 \$119.95

The Industry's #1 Selling Degreaser

## MR. MUSCLE

55 GALLONS  
**\$189.95**

What is Mr. Muscle?

PRODIGY with extra Grease Cutters

**CONTAINS 'EB' SOLVENT BOOSTERS**

**QUICK RINSE ADDITIVES**

**AND EXTRA GLOSS ENHANCERS**

Mr. Muscle has a 40 pound base of Prodigy, the industry's #1 Selling Tractor/Trailer Wash, plus 2.5 gallons of solvent/surfactant 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!"

Mr. Muscle runs circles around all the degreasers found in the marketplace and at a price that is well below what you would expect to pay for such a product.

In addition, you will find it to work extremely well with both hot and cold water systems. The addition of SpeedX-777 which is part of the liquid additive makes rinsing a breeze.

Mr. Muscle 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 rinse aids which are not commonly found in detergent formulations.

Typical applications for the concentrate are:

Tractor/Trailer Bodies, Engines, Fork Lifts,  
Garage Floors, Rail Cars

EnviroSpec goes to great lengths in providing products that are both environment friendly as well as effective.

5 GAL #MRM5 \$29.95  
20 GAL #MRM20 \$94.95  
55 GAL #MRM55 \$189.95

## EMULSIFIER PLUS

The Industry's #1 Selling House Wash

55 GALLONS  
**\$119.95**

**BLEACH FRIENDLY DETERGENT WITH GLOSS ENHANCERS**

**For the very best of all worlds start with 4 gallons of Emulsifier Plus to 1 Gallon of Bleach**

Emulsifier Plus - is one of the Original House Wash Formulas developed by EnviroSpec. Our dilemma at the onset of its development stages were: we all know bleach works better than anything for killing and cleaning mold & mildew but we also knew that bleach does absolutely nothing about cleaning carbonaceous pollutants such as exhaust carbons, dirt, grease and grime. The task was - how to do both at the same time!

Bleach, for the most part, does not like to be blended with other chemical products and many of the chemical products found in the professional mobile wash industry can create a serious explosive situation when mixed with sodium hypochlorite (bleach). Emulsifier Plus, on the other hand, is the answer to both the safety issue as well as the cleaning problem. These two products work extremely well together when blended and applied in accordance with the EnviroSpec instructions. Have the best of both worlds - Clean and Kill Mildew and Clean All the other Pollutants typically found on an exterior substrate. And do it all in one pass!

Emulsifier Plus has a pH of around 11.8 to 12.0 in a 1% solution. This unique blend of Surfactants & Builders has been specifically formulated for the House Wash Industry as a stand alone detergent or a detergent additive to be blended together with Bleach.

Emulsifier Plus works great on removing heavy build-ups of grease, grime and general fallout pollutants generally found in high traffic areas and exhibits excellent wetting, chelating, rinsing, and emulsification properties. Its ability to hold pollutants in suspension during the wash process makes it an ideal product when using either hot or cold water pressure washers.

5 GAL #EMUP5 \$29.95  
20 GAL #EMUP20 \$59.95  
55 GAL #EMUP55 \$119.95

**Buy any combination of 10 each 55 Gallon Drum Kits and take another 10% OFF**

**There is little hope at a shelter so please Spay/Neuter!**

**PREMIUM 'HIGH YIELD' DETERGENT WITH LAUROX LO**



**55 GALLONS  
\$178.95**

High Foaming Blend of Emulsifiers, Solvents & 'Quick Rinse' Agents. It is loaded with Water Softeners, Static Reducing Additives & Gloss Enhancers.

**FORMULATION OBJECTIVE: SPEED IN CLEANING AND RINSING**

BLUE LIGHTENING is the result of blending the very best 'job specific' ingredients that cover every aspect of a cleaning task that will insure the 'perfect clean.' We wanted speed - which meant we had to get the product on the surface - have it do it's job - and get it off the surface quickly.

We added a large amount of LAUROX LO which quickly wets the surface while at the same time generates a substantial 'foam bed' that keeps the soil suspended in the liquid so that it does not redeposit itself on the surface during the cleaning process.

It is formulated with 'top shelf builders.' Not one 'builder' but several are utilized and each has a specific purpose. Some provide alkalinity to aid in cleaning & keeping emulsified soil in suspension. Others emulsify oil and grease and overcome problems associated with water hardness.

BLUE LIGHTENING has a generous amount of SuperFlo Polymer. It is this product that has placed EnviroSpec as the leader in Gloss Enhancing detergent chemistry.

BLUE LIGHTENING can be used in virtually every type of cleaning environment. Truck Washing where heavy build-ups of exhaust carbon and 'road static' are 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.

**5 GAL #BL5 \$29.95  
20 GAL #BL20 \$89.95  
55 GAL #BL55 \$178.95**

**FOR ACID DAMAGED GLASS**

**GLASS DE-ETCH**

Jewelers use a lesser grade of this compound to polish out scratches on expensive crystal.

Glass De-Etch is a Rare Earth Glass/Crystal Polishing Compound to be used when severe acid damaged has occurred to any glass.

**USE INSTRUCTIONS:**

Mix with water to the consistency of pancake batter and wipe on windshield. Using a electric buffer with a low pile polishing pad buff briskly into the surface. Work in small areas.

A high stock removal rate, which is partially due to the narrow particle distribution resulting in a low percentage of fines, leaves a clear, bright finish.

#ZPGDE \$44.95 - Enough for 10 Windshields

**FOR SOAP DAMAGED GLASS**

**SCUM BUSTER**

**Did you let soap dry on the glass?  
Yes Scum Buster Really Works!**

Scum Buster is manufactured from the world's finest Rare Earth Glass Polishing Compounds.

**USE INSTRUCTIONS:**

Mix with water to the consistency of warm syrup. Wipe or paint onto glass and briskly polish surface.

#ZPSB \$44.95 - Enough for an entire house

**Exhaust Carbons Explode from the Surface!**

**'OCB' EMULSIFIER**

**"OIL EATING" Super Solvent-Surfactant  
for those 'nasty' Truck Fleets  
that are loaded with exhaust carbon.**

**'OCB' Emulsifier can be added to any  
Drum Pack of EnviroSpec Detergent  
in concentration levels of  
1 Gallon to 55 Gallons.**

Ask any Professional Mobile Washer who washes trucks and they will tell you that not a 'shift' goes by without running into at least one account that is loaded with exhaust carbon on the 'stack side' of the trailer. When this happens it takes forever to finish that account and when you think you are through...

...the job still looks terrible!

All of the EnviroSpec Truck Wash Products are loaded with 'OBC' Emulsifier already but occasionally even that is not enough

Add 1 Gallon of 'OCB' Emulsifier and watch the carbon & grease - *explode off the surface!*

#ZLOIL1 \$39.95

1 Gallon - Treats 1 55 Gallon Drum of Detergent

**Buy any combination of 30 each 55 Gallon Drum Kits and take another 30% OFF**

## Fleet Washing



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., 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 \$8.00 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. Blue Lightening combines excellent cleaning, rinsing, and gloss enhancement. Bond Breaker includes an excellent base powder, a Ph building additive powder, and rinsing agents that allows for a rapid rinsing and sheeting action. Mr. Muscle provides an additional amount of base chemical while eliminating the Ph booster. It also contains rinsing agents. Prodigy contains forty pounds of chemical powder with great degreasing and emulsifying qualities. 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 washing in, and your washing style. Next you move into the phosphate family of detergents. These include Pro Blend, Nitro, Release, and 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 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. I know of companies that go to a seventy-truck fleet with six people. Three will brush, two will pressure wash, and one will move hoses and trucks around. 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 then using adequate chemical, unless you are buying chemical in the wrong place and paying way too much. (continued)

**...finds it's way to a needy child or hungry animal.**

The Industry's Only 'FILM FREE' Truck Wash

# BOND BREAKER

55 GALLONS  
**\$189.95**

Contains **STATiX™**

**An exclusive product of EnviroSpec specifically formulated to eliminate 'STATIC CLING' ON VEHICLE SURFACES**

Bond Breaker is the most incredible product of its kind in the industry. Never has anyone been able to remove as much of the film caused by electromagnetic bonding of particles which results as the vehicle cuts it's way through the wind.

Typically this attempt is performed through the use of caustics such as Sodium or Potassium Hydroxides which are typically found in the paint stripping or exhaust hood cleaning industries. These products should never be utilized to clean painted vehicles. Yes, when applied the dirt and debris starts to roll off the surface but behind that dirt is a microscopic layer of the painted surface coming off with it. As the process continues the vehicle surfaces become dull.

Bond Breaker utilizes a unique blend of products to break the magnetic field which holds the film particles on the surface. Given the best of all the elements, soft water, ambient temperatures and cleaning methods, Bond Breaker will remove 99% of all film from the surface. Worst case scenario you can expect 95%-97% removal.

Our development model for Bond Breaker was as follows:

- 1) It had to have an extremely quick reaction time yet Safe to use.
- 2) It had to dissolve grease and carbon on contact with minimum dwell time
- 3) It had to produce a minimum of 92% film free surface.
- 4) It had to have exceptional rinsing characteristics.

**Bond Breaker** is not for everyone. It is an expensive product to formulate and stabilize. It is aimed at a unique market that demands the very best and expects it to perform accordingly.

5 GAL #BB5	\$29.95
20 GAL #BB20	\$89.95
55 GAL #BB55	\$189.95



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

House Wash with Solvents & Mildew Release Agents

# LIMONENE

55 GALLONS  
**\$129.95**

Contains Pure d'Limonene Solvent

**Exterior House Wash Orange Peel Solvents and High Yield Gloss Enhancers**



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

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

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

**LOADED WITH GLOSS ENHANCERS**

# FOAM & SHINE

55 GALLONS  
**\$119.95**

**High Foaming Car, Truck & House Wash**

**SINGLE PASS CLEANING! INCREDIBLY FAST RINSING! GREAT SHINE!  
HIGH FOAM CLEANING! SOLVENT FREE!**

*That is what the 'Foam-N-Shine' Formula is all about!*

Using the finest builders in the industry and adding in specific water softening and foaming additives plus a blend of unique 'chelating agents' which 'tie up' the metallic ions in water has resulted in that 'always looked for' but 'seldom found' black magic formula that we now call...

## FOAM'N-SHINE

FOAM-N-SHINE 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. With this 'double dose' of SuperFlo Polymer you can expect exceptional brilliance on most surfaces.

FOAM-N-SHINE dramatically reduces surface tension so pollutants 'roll-off' the surface with ease without having to brush. With special wetting agents you will find that FOAM-N-SHINE keeps the surface wetter longer allowing the contractor more flexibility in washing larger areas without having to worry about the surface drying before rinsing. FOAM-N-SHINE works extremely well with cold water or hot water equipment.

5 GAL #FS5	\$29.95
20 GAL #FS20	\$59.95
55 GAL #FS55	\$119.95

**FREE FREIGHT ON ALL CHEMICAL REGARDLESS OF QUANTITY!**

Fleet Washing Continued



## 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 2100 to 2700 PSI. But you have to have the flow to back that pressure up. Work with a minimum of five gallons per minute. 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 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. Another 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 the chemical 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 for quickest rinsing.

## SCHEDULED WASHING

The time period between services makes a huge difference in the difficulty of washing vehicles. The longer a truck is run prior to wash service the more dirt and bugs it accumulates. Additionally, an electro-magnetic bond is created when the vehicle is driven through the air, making it difficult to remove certain pollutants. These electro-magnetically bonded particles are called road film. Road film is difficult to remove without physical agitation (brushing). The longer a truck goes between washings, the harder it becomes to remove all these pollutants. So the more often a vehicle can be washed the easier it becomes to wash it. An easy wash job can be done quickly and inexpensively. When you price a fleet it is always wise to discuss this with your customer. If the customer wants service monthly, assume the job is going to be much harder than if you could wash weekly and price it higher. Giving the customer a range of prices sometimes works well. For example, weekly service would be \$10.00 per unit, bi-weekly service would be \$15.00 per unit, and monthly service would be \$25.00 per unit. Make your customer understand that weekly service really means service once every week. Many customers will opt for the weekly price and then suddenly decide their trucks still look good and don't need washing the following week. Tell them committing to weekly service is supposed to keep the trucks looking good and if you can't wash their next bill will reflect the higher rates. It is also important to be self-motivated; you never want to miss a service. Both you and your customer will lose whenever you miss a service.

## WEATHER CONDITIONS

Try to control the conditions that you are working in by starting early in the day, or late. The trick, except in the winter, is to try to work around the hottest, sunniest time of the day. The best washing conditions are in the rain, but that can't be controlled. Mobile washers that won't work in the rain are missing out. When it is hot and sunny you are limited to smaller sections of the truck, which slows you down. It is also physically harder to work in the heat of the day. If your lucky enough to have fleets with lighted yards, consider night washing. Be flexible in order to get the best result with the least amount of difficulty.

**Buy any combination of 10 each 55 Gallon Drum Kits and take another 10% OFF**

Gloss Enhancing House Wash for Cold Water

**POWER HOUSE**

55 GALLONS  
\$119.95

Specifically formulated for  
Cold Water Equipment & 'Hard Water' Areas

POWER HOUSE was developed for cold water washing where hard water is present. This product contains an over abundance of water softening chelating agents which makes it well suited for hard water areas throughout the country.

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 in the 130 degree range. Since heat generates alkalinity you can see how dangerous it can be when detergent is applied to the surface using a hot water pressure washer. Quite often this method results in alkaline shock where the water from the detergent evaporates and damages the surface before the operator has time to rinse. More often than not this damage is irreversible. Use Power house to avoid this danger.

The dispersant utilized in POWER HOUSE allows for a high concentration of specific builders and surfactants which will completely emulsify carbonaceous as well as general 'fall-out' pollutants commonly found in areas that see a lot of motor vehicle traffic. POWER HOUSE contains a high volume of our SuperFlo Polymer which accounts for it's surface gloss.

Although POWER HOUSE is considered a Super Concentrate you will find that it will provide a great wash/rinse cycle while remaining gentle on the surface.

POWER HOUSE is a unique blend of specialty surfactants and alkalis specifically formulated for the Professional Exterior House Washing Industry. It acts by first wetting and chelating pollutants and then holding them in suspension until the surface is thoroughly rinsed. POWER HOUSE is less aggressive on surface and vegetation than typical cleaners used in this field but will achieve superior cleaning results.

5 GAL	#PH5	\$29.95
20 GAL	#PH20	\$59.95
55 GAL	#PH55	\$119.95

Hi-Solvent Truck Wash / Degreaser

**VIPER**

55 GALLONS  
\$119.95

Specifically formulated for  
Truck & Bus Washing Industry  
Non-Caustic Degreaser  
with Gloss Enhancers for Dull Surfaces

Viper is a specialty product specifically formulated for the Truck Washing & Bus Washing Industry where exhaust fumes have become attached to the stack side of the trailer body & rear engine areas of City Buses. Coupled with 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. Garage Floors, Vehicle Maintenance Shops, and Service Stations are just a few of the many areas where Viper is utilized.

Viper is preferred by many professionals who have scheduled cleaning of commercial vehicles with a frequency of weekly or every other week service. It is a quick cleaner and a fast rinser. Areas where this product is being utilized is on Hertz, UPS, Ryder and many other Nationally known vehicle accounts.

Viper exhibits excellent wetting, chelating, rinsing and emulsifying properties. It has the ability to hold pollutants in suspension during the wash process and it's rinsability makes it an ideal product when using either cold or hot water equipment.

Viper's horsepower is derived from a group of Specialty Gloss Enhancers, Spot Free Rinse Aids, and a unique blend of surfactants which are not commonly found in the detergent industry.

Viper comes packaged in a two-part system. One part is approximately forty (40) pounds of Base Product. The second part is one gallon of Carbon Release Activator. The two combined will make 55 gallons of a super concentrate.

5 GAL	#VIP5	\$29.95
20 GAL	#VIP20	\$59.95
55 GAL	#VIP55	\$119.95

Experience the Power of Zoloid Cross-Linked Surfactants

**Z'GREASER**

55 GALLONS  
\$179.95

**THE INDUSTRY'S MOST POWERFUL  
DEGREASING FORMULA**

**If you find yourself in a real 'bind' over removing oils and grease you will be amazed at what z'Greaser will 'cut'!**

z'Greaser is the most powerful non-caustic formula in the degreasing chemical industry. Over 40 pounds of powder plus liquid activators are blended together to make 55 Gallons of liquid concentrate.

In general, z'Greaser was formulated to disrupt the surface membrane of grease in order to first free and then solubilize membrane-bound pollutants while, at the same time, holding those pollutants in solution and not allowing them to redeposit themselves elsewhere on the surface prior to rinsing.

Because of its wide range of a unique Zoloid Surfactant which is produced by EnviroSpec, z'Greaser can be utilized in a wide variety of cleaning applications. We have tested this product extensively in the truck washing industry and found that at a final product to surface dilution level of 225 parts water to 1 part product, z'Greaser produced the best results in 98% of our test models. In the heavy equipment degreasing industry 90 parts water to 1 part z'Greaser proved to be the best dilution rate.

Although expensive on a per unit basis, when you consider the unlimited cleaning projects that can be performed by z'Greaser at these phenomenal dilution rates you can readily see that this is really one of the most cost effective products on the market. It is not uncommon to have 1 drum of z'Greaser Concentrate to equal 5 drums of what is presently being sold to the Professional Mobile Wash Industry by other manufacturers.

5 GAL	#ZG5	\$29.95
20 GAL	#ZG20	\$89.95
55 GAL	#ZG55	\$179.95

**Buy any combination of 30 each 55 Gallon Drum Kits and take another 30% OFF**

# Formulations that are built on the 'Job Site' and not in the Lab!

For Trucks With Polished Aluminum Tanks

## NEVER DULL

55 GALLONS  
\$129.95

Specifically formulated for  
**Vehicles with Polished Aluminum Tanks,  
Imron Paint & Expensive Lettering.**

Never Dull is the preferred product for Vehicles that are, without question, products of an image conscious customer. A lot of time and expense goes into the production of such 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 or irritated than when you 'dull' their polished aluminum tanks.

When used according to our recommendations Never Dull is the perfect cold water product that has a unique blend of citrus solvents, surfactants & chelators that we've designed specifically for those trucks that need a product 'tuff' enough to remove carbonaceous pollutants such as grease and fuel over-spill as well as general fallout pollutants, yet gentle enough to clean tanks and never leave them looking dull.

Along with these special blends, Never Dull also has a 'double dose' of Speed -X 777 which keeps the pollutant in solution not allowing it to redeposit itself elsewhere on the surface prior to rinsing. This product is recommended to be used with cold water equipment. The reasoning behind this is because heat generates alkalinity and since Never Dull has a specific balancing of "builder to surfactant" the introduction of heat (hot water) makes it's design both unpredictable and uncontrollable.

In order to avoid 'alkaline shock' remember to cool down the surface prior to product application.

Never Dull is the perfect blend for those 'perfect vehicle finishes.'

5 GAL	#ND5	\$29.95
20 GAL	#ND20	\$64.95
55 GAL	#ND55	\$129.95

Truck Wash With Extra Carbon Release Activators

## RELEASE

55 GALLONS  
\$119.95

**Non-Caustic formula with 'High yield'  
Carbon Release Solvents & Gloss Enhancers**

Release is a high solvent, medium duty vehicle detergent for finer finishes than typically found on 'over the road' Tractors, Trailers & Straight Trucks. This product would be your first choice for vehicles that are washed weekly or every other week. Vehicles such as package delivery, school buses, airport shuttle vehicles that do not see heavy road use but are exposed to carbonaceous pollutants typically found in 'close quarter' operation would be good candidates for Release.

Companies whose vehicles are presently being cleaned with the Release formula are Hertz, UPS, FEDX, DHL and New York Airports not to mention thousands of School Buses. This product was developed while cleaning Connecticut Natural Gas vehicles in the 1980's and have been an industry favorite ever since.

Release is a non-caustic detergent concentrate that contains Gloss Enhancing additives that will help to keep vehicles looking good longer. This product will not harm delicate graphics typically found on such vehicles.

Release exhibits excellent wetting, chelating, rinsing and emulsification properties. Its ability to hold pollutants in suspension during the wash process and not allowing them to be redeposited makes it an ideal product when using cold or hot water systems. The unique 'grease release' activator in RELEASE quickly removes oil/grease pollutants from the substrate.

Release comes packaged in a two-part system. One part is approximately forty pounds of Release Base Product & the second part is one gallon of Carbon Release Activator. When mixed they make 55 gallons of a super concentrate with a very long shelf life.

5 GAL	#REL5	\$29.95
20 GAL	#REL20	\$59.95
55 GAL	#REL55	\$119.95

BLEACH STABLE - EMULSIFYING - FOAM GENERATOR  
with **AMMONYX® LO**

## LAUROX LO

275 GALLON  
TREATMENT  
\$109.95

**FUNCTIONAL PROPERTIES**

- BLEACH STABLE • ACID STABLE
- 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 to product in levels from 3% to 10% by weight.

<b>Treats:</b>		
55 GAL	#LA1.0	\$29.95
138 GAL	#LA2.5	\$59.95
275 GAL	#LA5.0	\$109.95

Available in a  
55 Gallon Drum  
\$879.95  
Treats:  
3025 Gallons  
#LA5.0

CLEANER AND BONDING AGENT FOR PAINTERS

## PREPEZZ

20 GALLONS  
\$79.95

**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 is sold in a 20 gallon powdered kit form that can be easily dissolved into a solution when needed.

PREPEZZ can be used with hot or cold pressure washers and does not contain harmful caustics or bleach.

#ZPPREP20

This 20 lb. Kit makes 20 Gallons of Concentrate

**Buy any combination of 10 each 55 Gallon Drum Kits and take another 10% OFF**



# The Industry's Leading Manufacturer of 'Job Matched' Detergents.

Concrete Cleaner & Brightener

The Only Non-Caustic Exhaust Hood Cleaner

## POWER STROKE

55 GALLONS  
\$239.95

## HOOD PRO

Specifically Formulated For  
FLAT SURFACE CONCRETE CLEANING

"Power Stroke" has successfully replaced the harsh caustics that have been being used for years. The science behind Power Stroke has made it the Professionals First Choice.

Contains:

### CONCRETE BRIGHTENING AGENTS

*Power Stroke is the highest non-caustic 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 integrity. 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: 1) the contractor is now able to clean substrates that normally require the use of caustic cleaners and 2) work faster and safer which increases your bottom line.

5 GAL	#PS5	\$34.95
20 GAL	#PS20	\$119.95
55 GAL	#PF55	\$239.95

Specifically Formulated For  
RESTAURANT EXHAUST HOOD CLEANER

10 years ago they were sceptical. 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 it's 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. For example; the 'hottest' hydroxide products consist mainly of 50 pounds of powder to 50 gallons of water. The finished HOOD-PRO product will yield 55 gallons which is compounded from 80 pounds of the finest builders and performance driven surfactants in the industry

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.

5 GAL	#HP5	\$34.95
20 GAL	#HP20	\$119.95
55 GAL	#HP55	\$239.95

## Heavy Duty Detergent with Gloss Enhancers

55 GALLONS  
\$129.95

## BIO-GREEN



Until now - most 'so called' environment friendly cleaners have been little more than 'watered down' products that have been sold under another name.

Choosing environmentally friendly cleaning products and eliminating toxic ones has always been what EnviroSpec is all about and Bio-Green is the latest addition to our arsenal of environment friendly products.

Bio-Green, a variation of the Limonene family, is the answer to everyone's concerns about Earth Friendly products that really can clean.

Bio-Green is truly a workhorse in the industrial and institutional detergent industry. Known for consistency, EnviroSpec, has developed this product to be the answer to all of the concerns in the vehicle cleaning and house washing industry as well as other projects requiring special surface active properties.

Bio-Green offers excellent and detergency, foaming, wetting, emulsification and biodegradability needed for today's specialized high performance cleaning products. It has excellent foaming characteristics which will provide the user with the necessary visual requirements to determine concentration levels on the surface being cleaned. Yes, Bio-Green can respond to your toughest needs, whether it's a medium duty truck or house wash job or a 'down and dirty' forklift with years of grease and grime. And it can do all this and still be gentle on the world we live in.

5 GAL	#BG5	\$29.95
20 GAL	#BG20	\$64.95
55 GAL	#BG55	\$129.95

**Buy any combination of 30 each 55 Gallon Drum Kits and take another 30% OFF**

# We build with 'Gloss Enhancing' SuperFlo Polymer!

MAKE YOUR OWN CAUSTIC EXHAUST HOOD CLEANER

## PERFORMANCE BUILDER

137 GALLON  
TREATMENT  
**\$79.95**

**WAIT! DON'T BUY ANY MORE CAUSTIC HOOD CLEANERS**

*if you do you are wasting even more money!*

Personally speaking I think one of the biggest 'scams' perpetrated on the Professional Mobile Wash Industry is trying to make them think that there is a lot of 'rocket science' that goes into producing high performance, caustic exhaust hood cleaners. There isn't and if you insist on purchasing those type of products - well then - you are just wasting a lot of money because anyone can make them.

Simply purchase a drum of 85% Potassium Hydroxide and add one gallon of

### PERFORMANCE BUILDER PLUS

Sodium Hydroxide and Potassium Hydroxide Exhaust Hood Cleaners and Paint Strippers (same thing) are nothing but 1 gallon of surfactant added to the drum and stirred in. Nothing more - *nothing less*. The secret is this - 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 and they are not cheap. Because of the cost of this family of surfactants many manufacturers rely on a nine mole surfactant such as that found in typical detergents and slap a label on it and out the door it goes. 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 it's ability to perform. Performance Builder Plus 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.univarusa.com> or Brentag Mid South at 800-289-4020 or <http://www.pbschemical.com> for their location nearest you.

A premium caustic exhaust hood cleaner would be one where 50 pounds of sodium hydroxide beads are mixed with 55 gallons of water along with one gallon of Performance Builder Plus. Exercise caution when mixing sodium hydroxide beads with water. Add very slowly otherwise there can be a violent reaction where the product will blow back on you. After the beads have been added stir in the Performance Builder Plus. If you use Potassium Hydroxide you will purchase that in a 85% liquid form. Typically a manufacturer will make 4 drums out of 1 drum of the 85% solution. In this case you will need 4 gallons of Performance Builder Plus. EXERCISE CAUTION when working with any chemical product. Read and understand the MSDS and all safety information about the products being handled. Wear protective clothing and safety glasses. Do not allow any unprotected person or animal around the mixing area. Clean up when done.

#ZLPBC - This 2.5 Gallon Kit will treat 137 Gallons of Caustic - 3,000 Gallon Kits also available (55 Gallon Drum) - CALL

NEED TO THICKEN A PRODUCT?

## KLINGON

75 GALLON  
TREATMENT  
**\$44.95**

**WANT IT TO LAY ON THE SURFACE LONGER?**

.40 Pounds of KLINGON is all you will need to turn a 5 gallon pail of detergent or exhaust hood cleaner into a rich, thick solution!

Need a product that 'clings' to the surface? Or maybe a product that will provide you with that added dwell time that many projects require.

KLINGON is a non-acidic blend of natural thickeners and foamers that work in both alkalis as well as some acids such as many of those found in the aluminum brightening industry. Call for acid compatibility.

This is especially useful in the exhaust hood cleaning industry where product to surface dwell time is crucial.

Most thickeners on the market are formulated by introducing an acid into an alkali to thicken the product. When this happens product neutralization occurs. This leaves the operator with a thick product but one with dramatically reduced performance characteristics.

KLINGON can easily be adjusted to produce a slightly thickened product or a 'wall paper-paste' type product should you require a brush or roll-on paint stripper.

#ZPKL5- This 5 lbs thickens up to 75 gallons of product

QUICK RINSE ADDITIVE

## SPEED-X-777

275 GALLON  
TREATMENT  
**\$79.95**

**Not making as much money  
as you thought you would?**

Have you stopped to consider that 70% of your overall cleaning time is lost in the RINSING rather than WASHING?

Don't believe it? The next time you go to the job site time yourself. How long does it take to apply the soap and how long does it take to make absolutely sure that all the "soap" is rinsed free? *You are in for a shock!*

**Cut your WASH TIME as much as 70% with Speed-X-777  
Plus You'll Save that Precious Water!**

**Add 1 Gallon to 55 Gallons of detergent.**  
(enough for 275 Gallons)

#ZLSPE5

This 5 Gallon Container Treats 275 Gallons of Concentrate

**FREE FREIGHT ON ALL CHEMICAL REGARDLESS OF QUANTITY!**

# Do you have a unique job? We have a unique product!

For Gutter Streaks & Heavy Oxidation

## RIPPER

55 GALLONS  
**\$179.95**

### Remove those 'nasty' Black Streaks on Gutters & Heavy Surface Oxidation?

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 GAL #RIP5 \$29.95  
20 GAL #RIP20 \$89.95  
55 GAL #RIP55 \$179.95

Contains Silicone for Surface Luster

## PREMIER

55 GALLONS  
**\$119.95**

### Specifically formulated for Colored Siding with Heavy Oxidation

After cleaning - Premier leaves a SILICONE MEMBRANE on the surface which is designed to retard the formation of mildew and to keep general 'fall-out' pollutants from adhering to the surface.

Premier would also be your first choice for cleaning new homes in a housing development where the pollutant being cleaned is primarily mildew and general 'fall-out' pollutants. This type of cleaning does not require the solvent but only mildew release agents and gloss enhancing additives. Premier would also be a great choice for houses or mobile homes that are cleaned annually.

Premier takes a bow for impressive performance in providing a thorough wash/rinse cycle while remaining gentle on new aluminum, vinyl and wood siding.

Premier is a unique blend of specialty surfactants and alkalis specifically formulated for the Professional Exterior House Washing Industry. It acts by first wetting and chelating pollutants and then holding them in suspension until the surface is thoroughly rinsed.

Premier is less aggressive on surface and vegetation than typical cleaners used in this field but will achieve superior cleaning results.

Premier is ideally suited for both a hot and cold water pressure washers. By chelating of both calcium and iron in water and a unique water softening additive Premier will provide 'spot free' rinsing when used in accordance with the manufacturers instructions.

5 GAL #PRE5 \$29.95  
20 GAL #PRE20 \$59.95  
55 GAL #PRE55 \$119.95

## Mildew Retardant & Surface Protector with Gloss Enhancers

## PLEX-MASTER

Makes  
55 GALLONS  
**\$89.95**

### 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 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. Our 2.5 gallon container makes 28 gallons & our 5 gallon pail makes 55 gallons. Apply & rinse in 15 minutes.

28 GAL #PLE28 \$49.95  
55 GAL #PLE55 \$89.95

MASTER CARD VISA DISCOVER AMEX 1-800-346-4876



by: Pete Case

## DECK WASHING & RESTORATION

Decks are everywhere, and they need a tremendous amount of maintenance. This can be a small part of a mobile wash companies business or it can be the entire business. Many decks need annual maintenance.

**GENERAL WASHING:** Pressure washing a deck can usually be accomplished with relatively low impact pressure. Giving people exact PSI ratings to work with is not constructive. Just like with any pressure-washing project, decks should be washed with enough pressure to remove old fiber and pollutants while not damaging the wood surface. Anyone stating the exact pressure to use to accomplish this is simply picking a number to have something to write down. Wood is naturally soft in some spots and harder in

others. It requires more pressure to wash where the wood is hard. The wood is damaged easier where the wood is soft. How much pressure to use and how close to the surface to get is decided by using educated judgment. It is learned with practice and you can't become an expert by reading about it. Learn by doing on your own deck, or on a relative's deck. Anything you may damage will be repairable. Consider it the cost of educating yourself.

**RESTORE:** Restore is an excellent product to use for general deck maintenance. It is also an extremely safe product to use. When applied to the wood surface it lifts the old wood fiber from the healthy wood underneath. This makes the weathered fibers easy to remove with a pressure washer. Restore will not fade the wood's natural color like bleach. When using Restore you don't have to be concerned about plant damage either. Restore is mixed from powder to liquid on the job site and must be used immediately. It is direct sprayed onto the deck using either a compressed air sprayer or an electric sprayer. The dwell time prior to washing of 15 to 20 minutes is very important.

**DECK AND SHAKE BRIGHTENER:** This product is applied after using restore. The colors in the wood are brightened. Using this product enhances the overall appearance of the restoration job.

**CONSIDERATIONS TO NOTE:** It can be the small things that make the difference between success and failure. Prepare for the job by protecting adjacent house siding from over spray. Any thing underneath the deck like house siding or other decks must be protected. Take steps to assure that the surrounding plants don't get damaged by your hoses or stepped on. Clear items off the deck and far enough away so they don't get dirty. Be ready to sand areas where standing fibers are a problem. Conference with your customer in advance about spots that probably can't be completely restored, like burned areas, leaf stains, etc.

## EARTH FRIENDLY CATALOGS

The world is changing, so is EnviroSpec. Protecting our environment, while at the same time getting the job done, is our goal. From an expanded line of wastewater control and recovery products, to our environmentally friendly cleaning products, our focus is on being as Earth friendly as possible. Our efforts now include our catalogs. We are putting more items per page. We are concentrating on printing the most popular products. At the same time our low impact web based catalog has been expanded to include much more than ever before. In this way we fill the need for a print catalog where using a computer isn't practicable, while offering expanded information and product lines for shopping at the office or from home. Trees take in carbon emissions and they give off oxygen. EnviroSpec plans on leaving a few more standing.

**Buy any combination of 10 each 55 Gallon Drum Kits and take another 10% OFF**

**...been manufacturing Earth Friendly Cleaners since the 70's.**

Sodium Hydroxide FREE Deck & Shake Stripper

# STRIP-T-EASE

55 GALLONS  
**\$119.95**

**The Safest Deck Stripper in the Industry**

Simply spray 'STRIP-T-ease' on and let it sit for 15 minutes and power wash the stain away.

'STRIP-T-ease' contains a unique blend of surfactants and emulsifying solvents that attack and breakdown the stain allowing for a fast attack and flush product.

'STRIP-T-ease' is packaged in a 55 gallon drum pack which consist of 50 pounds of a powder and solvent blend. Simply add your own water to produce a product that is superior and safer than anything you have ever used.

5 GAL	#STR5	\$29.95
20 GAL	#STR20	\$59.95
55 GAL	#STR55	\$119.95

Removes Rust Stains from Concrete

# RUST-A-WAY

55 GALLONS  
**\$89.95**

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...  
...a bathing suit and a box of Rust-A-Way!**

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

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

Not for use on Brick containing iron oxide pigments.

Run a test pattern in an inconspicuous area if you are not sure.

5 GAL	#RUS5	\$24.95
20 GAL	#RUS20	\$44.95
55 GAL	#RUS55	\$89.95

Oxygen Deck & Shake Cleaner

# RESTORE

55 GALLONS  
**\$89.95**

**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 it's 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 GAL	#RES5	\$24.95
20 GAL	#RES20	\$44.95
55 GAL	#RES55	\$89.95

Neutralizes, Brightens & Repairs Unpainted Wood

# DECK & SHAKE BRIGHTENER

55 GALLONS  
**\$89.95**

**High pH 'detergent beds' especially sodium or potassium hydroxide, shorten the life of wood.**

The Deck Restoration Industry has grown considerably in recent years. As is the case when most great ideas are conceived - experts seem to blossom overnight as they have done here. This is not always a good thing.

In the Professional Mobile Wash Industry contractors quite often find themselves in the 'clutches' of many companies with so-called 'revolutionary' cleaning products that are merely extremely high pH detergents of which most are either sodium or potassium hydroxide based. These are great products but not for this industry. The hydroxide family of products are extremely effective in the drain cleaning and exhaust hood cleaning industrys but certainly not wood cleaning. When used for wood cleaning they immediately start breaking down wood fibers.

More often than not this idea of using an excessively strong alkali detergent 'bed' has been introduced to kill mold and mildew. We have a product, RESTORE, that will do this without harming the wood but even if RESTORE is not the product of choice a very diluted solution of bleach would be a much better choice than high pH detergents.

Deck & Shake Brightener is a product that will do 2 things. First it will brighten weathered wood and revive it's natural color. For years this product has been a favorite among furniture craftsman who occasionally find themselves in a situation where a dark or stained spot needs to be blended back in to match the rest of the wood. Second it can be used as the necessary "bandage" when contractors insist on using these strong detergents and the wood has darkened as a result. Or they have to follow behind another contractor who has darkened the wood and doesn't know how to fix it. Deck & Shake Brightener quickly starts reversing this action upon contact. Typically, the darkened surface will be back to normal in 1-4 days.

5 GAL	#DSB5	\$24.95
20 GAL	#DSB20	\$44.95
55 GAL	#DSB55	\$89.95

**Buy any combination of 30 each 55 Gallon Drum Kits and take another 30% OFF**

## RESTAURANT EXHAUST HOOD CLEANING

by: Pete Case

**CLEANING CHEMICAL:** Apply cleaning chemical to surfaces using a direct spraying system, either compressed air or electric. We recommend the use of Hood Pro, which while being non-caustic, is one of the industries's most widely used degreaser. This product is safer to use than caustic chemicals. If a caustic chemical is desired, use Performance Builder for Caustics with Potassium Hydroxide or Sodium Hydroxide. Whatever chemical is used follow the label instructions carefully.

**TENTING THE HOOD:** Hood filters and the drip tray are removed as a first step. Set these items aside to clean later. Heavy plastic sheeting is attached to the edge of the hood, providing a tented in area all the way around. The plastic sheeting protects the cooking equipment from runoff and confines the area affected by the runoff. Care must be taken to be sure the plastic won't allow water to run onto the cooking equipment. Spring clips are usually used to attach the plastic to the hood. The plastic should start and end where it is possible to lift the plastic edge to step inside the plastic tent. The edges should overlap two or three feet to provide a good seal. If there are any hot cooking surfaces the plastic must be kept away from them. Small plywood sheeting sometimes comes in handy to cover certain equipment like the range top and fryer.

**TEST FAN & LIGHTS:** After the entire cleanup is completed, test the fan. This protects you from being blamed for problems that may arise in the near future and if there is something wrong it also gives you the opportunity to make it right. Record that the fan was tested and that it operated properly on your invoice so the customer can see you checked everything. Many companies apply a sticker to the hood recording when it was cleaned. The sticker should also provide your company name and phone number, as well as the next recommended cleaning date.



**THE EXHAUST FAN:** Prior to proceeding make sure electrical power is shut off to the exhaust fan and won't be restored until the job is done. Most exhaust fans are roof mounted. The fan is screwed onto the ductwork. The first step is to unscrew the fan from the ductwork and then lift or tip it off the duct and rest it on the roof. Exhaust fans should have enough electric cable to allow you to do this. Next apply chemical to the fan and to the inside of the ductwork. After the chemical has been applied and allowed to dwell as recommended on the product label, pressure wash the fan and then the ductwork. If using the vacuum method let the vacuum person know when you are going to start washing the ductwork. After washing is complete, replace the fan onto the ductwork and fasten it down. Rinse off the roof area where you have been working and then head down to the kitchen. Sometimes exhaust fans are mounted on an outside wall with the hood directly on the other side. An installation like this can usually be cleaned without removing the exhaust fan. If there is ductwork to clean on a wall mounted system, access must be gained either from the hood end, through access panels, or by removing the fan from the wall.

**THE FILTERS & DRIP TRAY:** The filters are usually cleaned either off site or outside. Soak the filters with chemical and then power wash. Some companies actually have extra filters and they replace the dirty filters and bring them back to the shop where they are degreased in a soak tank. This tank contains strong chemical and works best when operated with a circulator pump to move the chemical across the filters. Others use disposable replacement filters and simply put new ones in and throw away the old dirty ones. The drip tray should be washed in the sink and then replaced.

**THE HOOD:** Chemical is applied to the inner hood surface and allowed to dwell. It is then pressure washed off. The channel formed where the lip holds the filters in place should be wiped out with a towel. After washing the inside of the hood, carefully wipe water drips from pipes and light fixtures. The outer sections of the hood are usually cleaned by hand with towels after the inside is completed and the plastic tenting is removed. Use a towel that has cleaning chemical on it, then wipe with a towel that is soaked with clean water. Stainless steel cleaner used as a last step makes the outside of the hood look great. This is the section that the restaurant owner sees first and because of that it is what causes the most complaints. Another source of complaints is the general kitchen area. If the runoff isn't properly contained and the kitchen isn't cleaned you will get complaints.

**WASTE WATER RUNOFF:** Once the tent is installed the bottom edge of the plastic can sometimes be directed into a plastic garbage pail for water collection. Otherwise a vacuum person should be stationed outside of the tent to vacuum up water as it runs out from under the plastic. A large capacity wet dry vacuum should be used for this purpose. Wastewater generated during the cleaning project is usually disposed off in the grease dumpster.

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## HOUSE WASHING

by: Pete Case



We recommend washing a house with the intention of removing pollutants, surface oxidation, as well as mold and mildew. By doing this type of washing you provide customers with an excellent result and make competitors that wash a house with what EnviroSpec calls the "splash and dash" method look like amateurs. "Splash and Dash" refers to the person that splashes bleach or chlorine on the house, rinses and leaves. There are various levels of clean, and various qualities of work. We acknowledge that there are different ways to do most anything, but in our experience we have had great results giving house wash customers the "royal treatment". The

tools and supplies you need are your pressure washer, a quality house wash detergent, a brush and extension pole, and surface sealer. Most houses require washing siding too high to reach from the ground. So many times you will need to work from a ladder or use a telescoping wand. Washing a house with a pressure washer is accomplished in four steps. The four steps are detergent application, pressure washing, surface sealant application, and pressure rinsing.

**DETERGENT APPLICATION:** Apply detergent from concentrate through a downstream injector. Always apply detergents at low pressure. Always be careful not to force detergent under siding, what it finds under there can come out later. What can happen when detergent gets underneath the siding is it will emulsify (dissolve) pollutants and cause them to drip out over the siding later. After applying the detergent to a section of siding, switch to high pressure rinse and clear left over chemical from the line by spraying it on the foundation or steps. You can also back up about six feet and clear it onto the lower part of the siding, the trick is to not apply detergent under pressure to the siding. Always avoid getting detergent on the roof.

**DETERGENT PRODUCTS:** For washing most types of siding, use Limonene or Bio-Green. Premier is excellent to use on heavy oxidation. If you are working on a house that is covered heavily with mildew, use Emulsifier Plus with bleach. Ripper is made for gutter cleaning.

**PRESSURE WASHING SIDING:** The first step after clearing the pressure line is to rinse the windows. Do so quickly and immediately proceed to washing the siding. Wash the siding one row or clapboard at a time. Work from the top to the bottom. To properly wash houses you need to pressure wash each row of siding and pattern clean. Apply detergent to an area that is small enough so all pressure washing can be accomplished prior to the detergent drying on the surface.

Wash the gutters at the same time as the siding. If the gutter is a difficult one, use a pail with a small amount of detergent concentrate in it. Dip a brush on an extension pole into the detergent and brush the gutter for the best possible result. Many mobile washers don't consider the gutters to be part of washing a house. It's up to you, but it is part of doing a good job. It may be possible to do a "Splash and Dash" and get away without doing the gutters, but it will look really bad if the house is properly cleaned and the gutters are left dirty. As the siding is cleaned, work slowly back and forth with the nozzle about three to four 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. After completing a section, rinse all windows thoroughly. Work the siding in sections until the house is completed. As we have said, to properly wash houses you need to pressure wash each row of siding and pattern clean. Pattern cleaning can be very important when working on heavy oxidation. On older aluminum siding removing the oxidation can restore the color. When doing this you need to carefully keep the top of the fan spray pattern at the top of the row on the siding and the bottom of the spray at the bottom. It is also important to stay a uniform distance from the siding, and to keep moving at the same speed. A trick is to feather into the area you are working on then feather out on the other side, similar to what you do when spray painting. Most sidings are not this demanding, but it's really important to know how to handle the ones that are. Always remember to apply detergent to an area that is small enough so all pressure washing can be accomplished prior to detergent drying on the surface.

One final tip, on old aluminum siding it's a good idea to test a small spot, low and inconspicuous, on a sunny side of the house. If it turns silver there may not be any good paint left on it. It is great to discover this prior to washing the paint off a large section of the house.

**SURFACE SEALER:** After completely pressure washing the siding, reverse direction and apply Plex Master surface sealer. Apply and rinse one section of the house at a time until completed. Applying a sealer gives you a service to advertise that most mobile wash companies don't offer.



Pete Case  
President

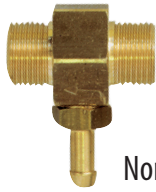
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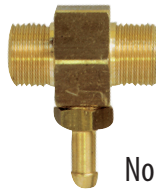
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