



SMART SOLUTIONS FROM ENVIROSPEC.COM

PowerWashPro

FACTORY DIRECT PRICING

These are the **LONGEST LASTING**
and **MOST COMFORTABLE**
Guns in our industry!



Sale
\$19.95

Allison HI-TECH 501

Permissible Ratings

- Up to 4,500 PSI
- 9.0 GPM
- Max Temp 300°

#1209 SS Ball ~~\$32.95~~
with Chlorine Ball



Allison YGA-5000

- Stainless Steel Ball
- 5,000 PSI
- Up to 12 GPM
- Up to 300°



Sale
\$29.36

#YGA5000C ~~\$39.95~~
with Chlorine Ball

“POWER BUYING” on our end
means “BUYING POWER” on yours!

Allison SOFT-WASH GUN

You can buy a **Soft-Wash Machine** for \$5,000-\$10,000 or you can buy this gun for less than \$40.00 and use it with your machine and have the **SAME THING!**

Make Sense?

#2900 ~~\$49.95~~

Dial **MIN** for Soft-Wash
Dial **MAX** for Power-Wash



Sale
\$38.43

PA'S RL51

- Best with Chem Injectors
- **SUPER** Easy Pull
- Up to 4,100 PSI
- Up to 13.2 GPM
- Max Temp 300°



Sale
\$49.94

#1204 ~~\$69.95~~

Power in the hands of a few!

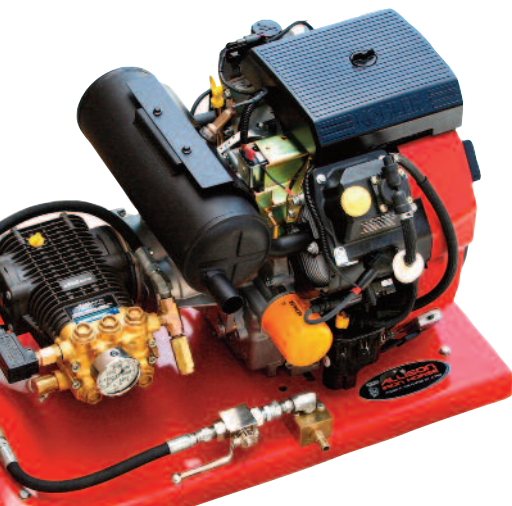
Allison WARHORSE PRESSURE WASHER

HEATER
with optional
stainless cover



SUPER SKID SYSTEM
WITH 24 GALLON TANK

BASE PLATE
SYSTEMS



STANDARD FEATURES: KOHLER EFI 26.5 HP ENGINES

This is the only system in the industry that returns to idle when the trigger gun is released. Test show that if you use this engine a minimum of 35 hours per week that your annual gas savings will be approximately \$3,100.00.

ALLISON SEVERE DUTY PUMPS

The only pumps in the industry that come with a 2-year 'bumper to bumper' warranty that covers every component.

DUAL GUN OPERATION

This feature allows the operator to use the machine as a single gun unit at either full-volume, full-pressure, a single gun unit at half-volume, full pressure or 2 operators at half volume each and full pressure on both guns.

ALLISON SEVERE DUTY GEAR DRIVES

Belt drive units are a thing of the past. Allison Gear Drives last longer, require little maintenance and extract more available engine horsepower than any other machine in the industry.

ALLISON SUPER SUDS SUCKER CHEM INJECTION

For over 35 years Allison Suds Sucker Chemical Injectors have been the professionals 'first choice' when it comes to chemical delivery. These systems will produce as much as 50% chemical draw even with 500' of high pressure discharge hose attached.

ALLISON HOT WATER OPTION

Allison heaters contain 260' of schedule 80 pipe and are equipped with a 12V, SDC Beckett Burner.

IRON HORSE BASE PLATE SYSTEM

#WH9035A 9.0 GPM @ 3,500 PSI \$5,495.00
#WH1130A 11.0 GPM @ 3,000 PSI \$5,495.00

IRON HORSE SUPER SKID SYSTEM

#WH9035AF 9.0 GPM @ 3,500 PSI \$6,495.00
#WH1130AF 11.0 GPM @ 3,000 PSI \$6,495.00

SDC HEATER

#9898-WH 12V SDC Beckett up to 12 GPM \$3,295.00



FUEL SAVINGS OVER **\$3000.00 PER YEAR** WITH ALLISON **EFI-IDLE DOWN** SYSTEMS

TECH-TALK: ENGINES

FORMULAS FOR DETERMINING THE BEST HORSEPOWER:

Pressure washers are generally powered by gasoline engines, diesel engines, propane fired engines, or electric motors. Force created by the power plant turns the pressure pump, which in turn moves the water. A power plant must have enough force to continue to turn the pump crankshaft when the pump is pushing water out its rated flow and pressure. The following formulas are used to determine how much power is required to drive a specific pump.

The power is measured in horsepower.

GPM x PSI then divide by 1100 Equals Gas HP

GPM x PSI then divide by 1260 Equals Diesel HP

CAUTION

When using a gear drive pump you have to remember to adjust your horsepower requirements.

For example; let's say that you want to produce 10.0 GPM @ 3,200 PSI. Using the formula above you would assume that 10.0 x 3200 divided by 1100 would be adequate. After all the math says all you will need for this specification is 29 horsepower and since you have a 30 horsepower engine you should be all set? Right? Wrong!

When you use a gear drive your maximum engine speed should be no more than 3200 RPM. Since engine horsepower on gas engines is always rated at 3600 RPM you can see that by reducing the speed so do you reduce the horsepower.

30 horsepower divided by 3600 RPM x 3200 RPM will mean that at the adjusted engine speed your 30 horsepower engine will only be producing approximately 26.66 horsepower at 3200 RPM.



Sale
\$5,706.50

GENERAL KF50MA MUD PUMP

7.7 to 28 GPM
1,300 to 1,500 PSI

~~Contractor~~
~~\$7,450.00~~

TS-2021 PUMP

5.6 GPM @ 3800 PSI

List \$1,780.00

~~CONTRACTOR~~
~~\$718.80~~

WE PAY SHIPPING



Sale
\$549.00

Part # T92021

18 VANGUARD ALLISON PUMP

5.6 GPM @ 3800 PSI

Aluminum Base Plate

List \$2,695.00

~~CONTRACTOR~~
~~\$2248.75~~

Shipping Not Included
Hose & Gun Sold Separately



Sale
\$1799.00

Part # TNT5638DD

Allison

Severe Duty Performance Pumps



THE ONLY PUMP IN THE INDUSTRY WITH A 2-YEAR 'BUMPER TO BUMPER' WARRANTY

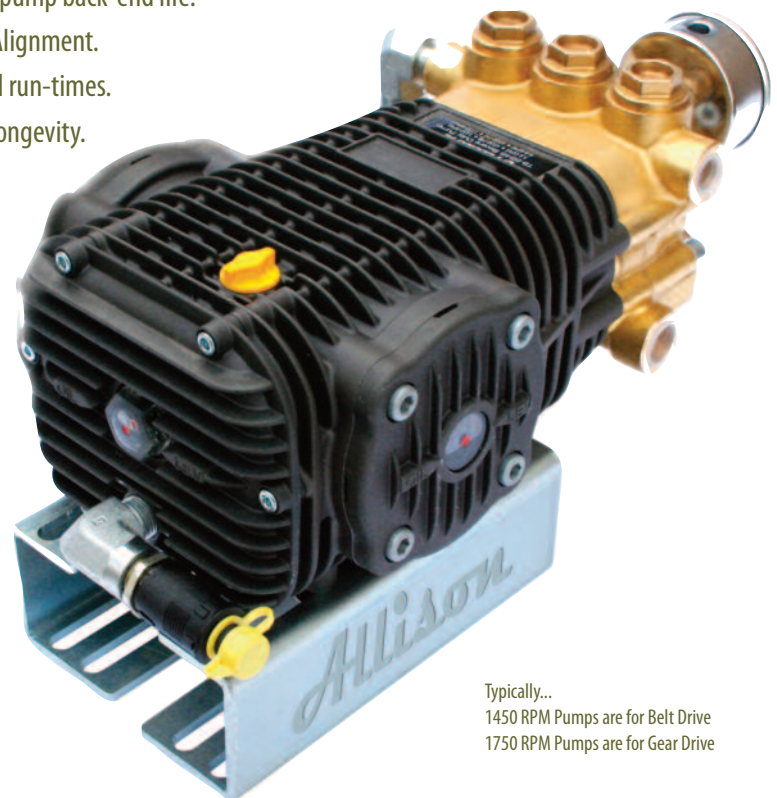
EnviroSpec will provide a full 2-year 'Bumper to Bumper' warranty on Allison Severe Duty Pumps. Just return it to us pre-paid and a certified systems technician will replace any defective part that has failed under normal use. This warranty includes check valves, packings, oil seals. We will also perform a 42-Point Inspection, clean and change the oil and make sure your pump comes back to you in 'like new' mechanical condition.

Our job and promise is to keep your equipment running with little to no down time and we do that by providing our customers with a certified pump inspection and service program that you can't get anywhere else.

- Pump Installed Features include...**
- **6,000 PSI Pressure Gauges**
 - **Pump Rails for Shafted Pumps**
 - **Safety Pressure Relief Valve**
 - **Easy Start Valve**
 - **Quick Drain Oil Plug**

Our pumps run harder and last longer than any other pump in the industry. WHY?

- Heavy Duty Reinforced Brass Heads with External and Internal Bracing.
- Large Diameter Stainless Steel Valve Caps with Increased Thread Depth.
- Oversized Bearings for greater belt 'side-loads' means longer pump back-end life.
- Heavy Duty Connecting Rod with Guide Pins for Perfect Cap Alignment.
- 'State of the Art' Packing Design means longer, uninterrupted run-times.
- Cool-run Technology and Extra Capacity Oil Sumps promote longevity.



MODEL	PSI	GPM	RPM	WHOLESALE
SA40413	4,100	4.0	3400	\$490.00
SA56413	4,100	5.6	3400	\$490.00
SC40404	4,000	4.0	1450	\$590.00
SC56384	3,800	5.6	1450	\$590.00
SC62427	4,200	6.2	1750	\$590.00
SC86404	4,000	8.6	1450	\$825.00
SC11307	3,000	11.0	1750	\$850.00

Typically...
1450 RPM Pumps are for Belt Drive
1750 RPM Pumps are for Gear Drive

Finally - A PUMP BUILT FOR CONTRACTORS WHO DEPEND ON DEPENDABILITY!

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.™

Some guys love a challenge.

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.

Sharing knowledge. 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. Today, EnviroSpec now sponsors free monthly training symposiums, as well as system certification programs



to keep professionals current in the latest technology and techniques. Plus anyone can go to EnviroSpec.com for expert resources like the *Technical Library* and *How to Wash All Your Stuff*.

Success offers the chance to make a difference.

Today, all of EnviroSpec's profits from chemical sales go to their *Soap for Hope* charitable foundation. Children who need operations, veterans who need a career opportunity, and abused, abandoned pets who need a caring home are all helped by EnviroSpec—and by extension, the mobile wash contractors who buy their products.



That's our story. Come visit us at **EnviroSpec.com**. If you're not already one of the 3000 mobile wash professionals who are part of the EnviroSpec community, we invite you to explore the informational resources and high-performance products at our website. Or you can call us at **1-800-346-4876**.

We're here to help.



Each year, your local animal shelter cares for abandoned, sick and mistreated pets who have nowhere else to go.

DONATE VOLUNTEER ADOPT

You'll feel great for helping out.

Allison EVER-FLO PUMPS

With Corrosion Resistant Viton Valves

#EF1040	1.0 @ 40 PSI	\$ 42.84
#EF2270	2.2 @ 70 PSI	\$ 69.24
#EF3060	3.0 @ 60 PSI	\$ 94.46
#EF4060	4.0 @ 60 PSI	\$104.44
#EF5560	5.5 @ 60 PSI	\$144.72



www.envirospec.com
for the complete line of...

SHURflo
First in Fluid Innovation
PUMPS

CHEM SHOOTER NOZZLE SET

- Long Distance - High Impact Chem Nozzles
- Stand on the ground & apply up to 4-stories
- Nozzle sizes Included: 0040, 0050 & 0060



#5555 \$28.27

EXHAUST HOOD EQUIPMENT

- TRX-B COMMERCIAL SERIES with 180° Hot Seals so you can plug in and use their hot water.
- 2.1 GPM @ 1900 PSI complete with hose and lance.

#9830 \$795.00

**OUR INDUSTRY'S
#1 SELLING
LONG DISTANCE CHEM NOZZLES**



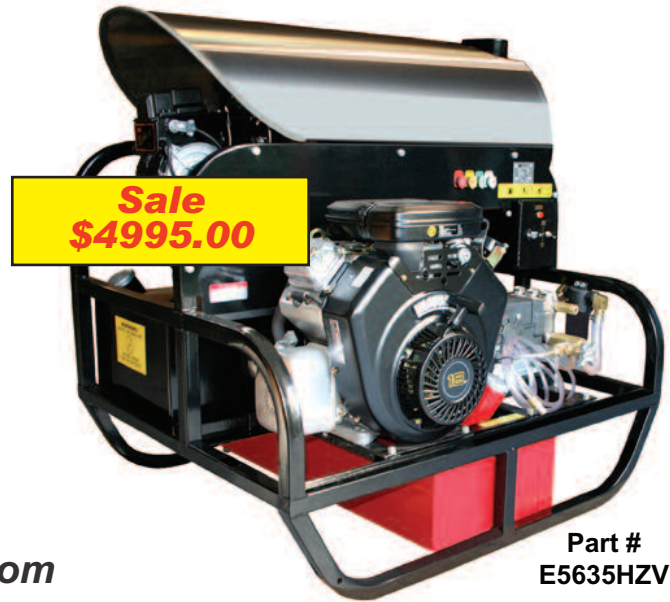
Allison SUPER SKID

5.6 GPM @ 3,500 PSI
 200 Degree Water Temp
 List \$8,995.00

~~Contractor
 \$5,995.00~~

Shipping Not Included

More MODELS available at envirospec.com



What you are seeing in this brochure is a **MICROSCOPIC SAMPLING** of what you will find on our website at envirospec.com

ENGINES

THE INDUSTRY'S #1 SELLING ENGINES

- The Kohler 19 HP has a 25 AMP recharging system and is better for high volume hot water machines.
- The Vanguard 18 HP has a 20 AMP recharging system and is recommended when using a hot water machine rated up to 6 GPM



KOHLER 19 HP
 Reg. \$1931.35
 #1829



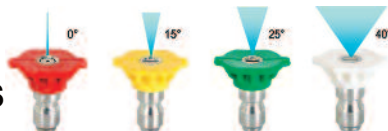
VANGUARD 18 HP
 Reg. \$1493.75
 #1732

Original GENERAL PUMP Nozzles

'QC's and MEGS \$2.99



QUICK CONNECT NOZZLES



SCREW-IN, 1/4" MEG

UNLOADERS: All you will ever need to know.

AL-607 UNLOADER

- Pressure Actuated
- Up to 4,500 PSI
- Up to 8 GPM
- 3/8" FPT Inlet
- 3/8" MPT Outlet

#1114 \$39.62



K-7 FLOW ACTUATED UNLOADER

- Up to 3,500 PSI
- 3/8" FPT Inlet/Out
- Zero Surge By-pass

\$96.25 Any Size

- #1089 - 2.1 to 2.9 GPM
- #1090 - 2.9 to 4.2 GPM
- #1091 - 4.2 to 6.6 GPM
- #1092 - 6.6 to 10.8 GPM



YU-2140 UNLOADER

- Green Spring
- Up to 21 GPM
- Up to 4100 PSI
- 2-bypass ports

#1101 \$96.67



K-10 UNLOADER

- Flow Actuated
- Up to 3,600 PSI
- 3/8" FPT Inlet
- 3/8" MPT Outlet
- Gentle Start-up

#1096 \$79.63

MOUNTING BLOCKS

- Take the load off the pump head by remote mounting the unloader.

\$23.67 Any Size

#1081 3/8" x 3/8"

#1082 3/8" x 1/2"

#1083 1/2" x 1/2" \$23.67 Any Size



VB-10 UNLOADER

- Soft Touch
- Up to 3,800 PSI
- Up to 8 GPM
- 3/8" FPT Inlet
- 3/8" MPT Outlet
- Gentle Start-up

#1108 \$76.32



ORDER ON-LINE @ WWW.ENVIROSPEC.COM

40 years ago John Allison had a Mobile Wash business and he could never find a chemical injector that would 'SUCK' enough chemical - so he made one and since that time the Allison Super Suds Sucker has become the industry's

#1 SELLING CHEMICAL INJECTOR!

Allison **33%**
SUPER SUDS SUCKER

The industry's #1 selling chemical injector

- Draws Chemical with 500' of HP hose
- For machines from 2 GPM to 10 GPM

#1964 \$69.95



**So you want MORE?
How about 50% Chemical?**

#5390-2V \$249.00



**12-VOLT, HIGH VOLUME
CHEMICAL INDUCTION SYSTEM**

This system comes standard with 2 each 3-way inlet valve which means the operator can draw from 1 of 2 different chemicals just by a 'quick' twist of the handle.

On the outlet side is another 3-way valve that gives the operator 2 OPTIONS:

OPTION 1: 100% CHEMICAL DRAW

Hook up a 3/8" chemical line to one side of the valve and apply straight chemical on the surface. This is a great option for the roof, shake and deck cleaning industries.

OPTION 2: 50% CHEMICAL DRAW

*Hook the other side to the inlet barb on your chemical injector and you will be able to **draw chemical** at a rate of up to **50%** as opposed to 10-15% with injectors manufactured by other companies.*

TEST RESULTS:

Pressure Pump - TS2021 - 5.6 GPM

Injector - Allison Super Suds Sucker

Length of hose - 500'

Chemical - Prodigy

Using the above configuration we were able to draw 2.8 gallons of detergent in 60 seconds.

PROBLEM/SOLUTION: Truck Washing

HOSE REELS

- The Industry's Best Hose Reel Value!
- Solid Steel Construction
- Durable Powder Coat
- Direct Hand Crank Rewind
- Full Flow Swivel Brass Joint
- 5,000 PSI Rated, 3-1 Burst Factor



- #1313 Holds 50' of 3/8" \$ 79.95
- #1314 Holds 100' of 3/8" \$ 89.95
- #1315 Holds 150' of 3/8" \$109.95
- #1316 Holds 200' of 3/8" \$127.95
- #1008 Swivel for #1313 & 1314 \$37.80
- #1001 Swivel for #1315 & 1316 \$37.80
- #1002 Handle \$12.77

**More Reels, Brushes
& Stainless 'QC's'
@ www.envirospec.com**

BRECO QUICK CONNECTS 'QC's'

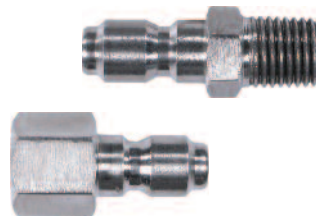
COUPLERS \$3.24

- #BC4F 1/4" FPT Inlet, 1/4" Out
- #BC4M 1/4" MPT Inlet, 1/4" Out
- #BC8F 3/8" FPT Inlet, 3/8" Out
- #BC8M 3/8" MPT Inlet, 3/8" Out



PLUGS \$1.38

- #BP4F 1/4" FPT Inlet, 1/4" Out
- #BP4M 1/4" MPT Inlet, 1/4" Out
- #BP8F 3/8" FPT Inlet, 3/8" Out
- #BP8M 3/8" MPT Inlet, 3/8" Out



BRUSHES

10" PREMIUM

- Ideally suited for tractors, trailers & houses



#1451 \$11.28

18" & 24" PREMIUM

- Ideally suited for trailers & houses (considered to large for tractors)



#1452 \$20.47 18"
#1453 \$24.95 24"

The Industry's ONLY Do-Everything Brush

10" FINE FINISH 1/2 CIRCLE

This 'half-circle' brush has multiple pole entry positions along with it's unique configuration and bristle technology.



#1458
\$29.48

The MAGIC of SuperFLO Polymers

Our industry's #1 selling hose for over 20 years and WE PAY THE SHIPPING ON \$150.00 WEB ORDERS to the lower 48 States!

Allison SERPENTINE

- 3/8" Male Pipe Thread Swivel
- 3/8" Male Pipe Thread fixed
- Strain Reliefs and **Quick Connects** on both ends

4,000 PSI - 1 WIRE

- BLACK

#B408-050 50' \$ 69.95
#B408-100 100' \$132.95

- GREY (Non-Marking)

#G408-050 50' \$ 74.95
#G408-100 100' \$137.95

- Blue

#BL408-050 50' \$ 74.95
#BL408-100 100' \$137.95



6,000 PSI - 2 WIRE

- BLACK

#B608-050 50' \$ 79.95
#B608-100 100' \$142.95

- GREY (Non-Marking)

#G608-050 50' \$ 84.95
#G608-100 100' \$147.95

- Blue

#BL608-050 50' \$ 84.95
#BL608-100 100' \$147.95



NOTE: NON-MARKING HOSE - Contrary to what some may advertise there is only one color hose in the industry that is a 'true' non-marking hose and that is grey.

WINCO GENERATOR Pressure Washer Series

- 2,000 kW
- 2-Bearing
- Industrial Series
- 5/8" Shaft

#1434 \$549.95



**Thousands of nozzles,
guns, unloaders,
injectors, hose and
'stuff' you have never
even heard of at
www.envirospec.com**

EVERY PURCHASE YOU MAKE QUALIFIES FOR **ADDITIONAL 10% SAVINGS!** SEE WEB FOR DETAILS.

Allison LASER DECK SURFACE SPINNERS

THE INDUSTRY'S MOST POPULAR SPINNERS

- ABS Plastic Deck with 2-nozzle bar*
- Most durable swivel with grease fitting
- Rated to 4,500 PSI
- Rated to 12 GPM

12" DECKS ARE GREAT FOR:

- Pool Patios
- Tile Walls and Floors
- Small Decks and Concrete Pads
- Brick Walls & Roofs



#1850 12" Laser Deck \$214.50

#1853 20" Laser Deck \$325.00

Nozzle Sizing:

Whatever size nozzle you are presently using - split that number in 1/2. Ex: If you are using a #6 nozzle on your gun assembly you will need to use 2-each #3's for your Laser Deck.

20" DECKS ARE GREAT FOR:

- Pool Patios
- Sidewalks
- Garage Floors
- Large Decks
- Concrete Pads
- Dumpster Areas
- Roofs

* 1/4" MEG Nozzles sold separately

We also carry the Complete Line of
B-E
GENERAL
STEEL EAGLE
MOSMATIC
SURFACE
CLEANERS

all available at
envirospec.com



TELESCOPING LANCE - 18' to 24'

- The industry's best telescoping lance
- For those impossible to reach places



#2018M	18' Lance	\$159.95
#2024M	24' Lance	\$179.95
#2028	Harness	\$ 9.95
#1814	Gutter Sweep	\$ 9.95

With Honors



Additional 10% Discount for Veterans from Active Duty

COIL INSULATION

- Enough for One Coil



#1037 \$139.95

REPLACEMENT COILS

- LOST A COIL? We have coils for any machine at the industry's best price!



800-346-4876

ULTRA HIGH PRESSURE

- 7,500 PSI



#1305 3/8" \$24.89

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

THE MAGIC STARTS HERE!

PRODIGY

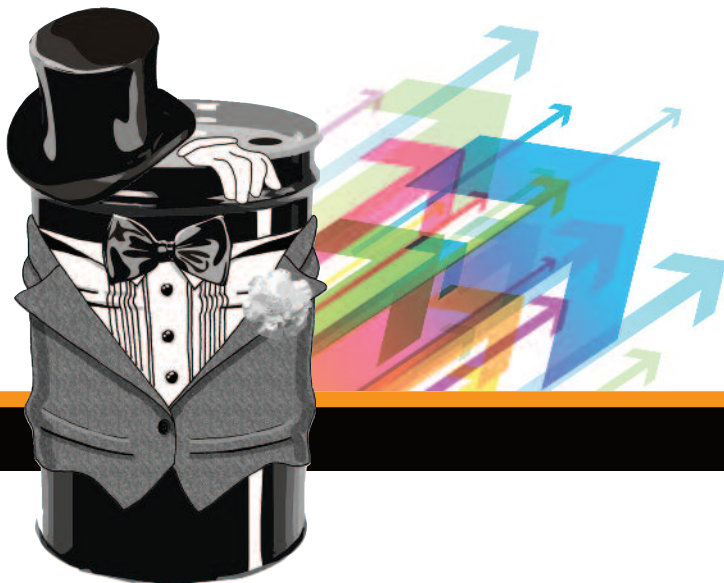
is the...

**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 S
for 'TOUCH FREE' CLEANING
and call it...

BOND BREAKER

As a vehicle 'cuts' through the air p
the surface as a result of what some
professional mobile washer knows
until now the only way they have be
brushing the entire trailer.

Bond Breaker effectively removes
without ever having to touch the ve
been cutting cleaning time for cont

We have the best Chemical Sales St
Our customers! Call today for a lis
living using **Bond Breaker**.

LEX hancers



VISIT ENVIROSPEC.COM
FOR MORE JOB MATCHED
MOBILE WASH CHEMICALS

Surfactants

ER



particles lock onto
e would refer to as 'static cling.' A
this occurrence as 'road film' and
een able to remove this 'film' is by

97%-100% of all 'road film'
ehicle. This incredible product has
tractors for over 2-decades.

aff in the industry. Who are they?
t of professionals who make a

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.



GREAT 'HOW TO WASH' TIPS AT
www.envirospec.com

**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.



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.

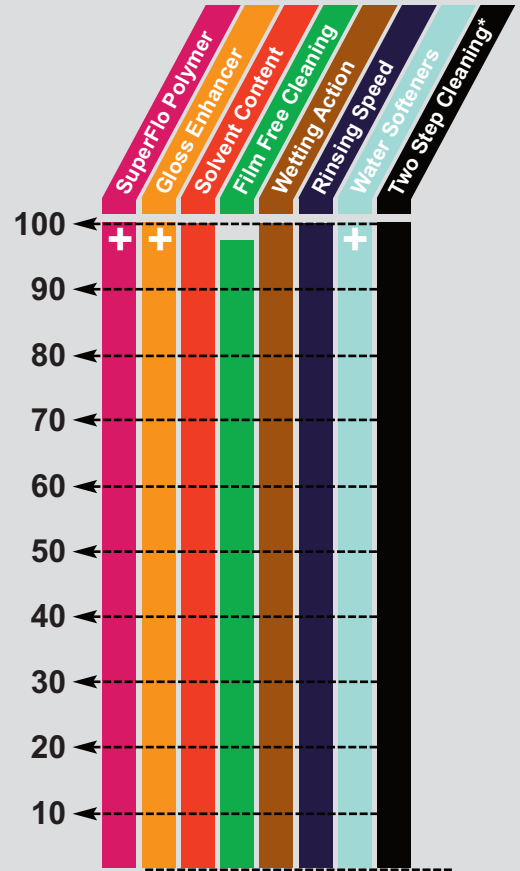
Contains blends of 'high-yield' builders and couplers, solvents, surfactants, wetting agents, rinse aids and silicone based gloss enhancers.

Available Sizes:

- 55 to 110 Gallon Drum Pak **#PRO55** \$156.00
- 30 to 60 Gallon Drum Pak **#PRO30** \$109.50
- 5 to 10 Gallon Drum Pak **#PRO5** \$ 50.00

SHIPPING INCLUDED

To determine which product is best suited for you visit our website at www.envirospec.com



*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.**



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 '*somebings*' 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.

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?

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.

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.

Available Sizes:

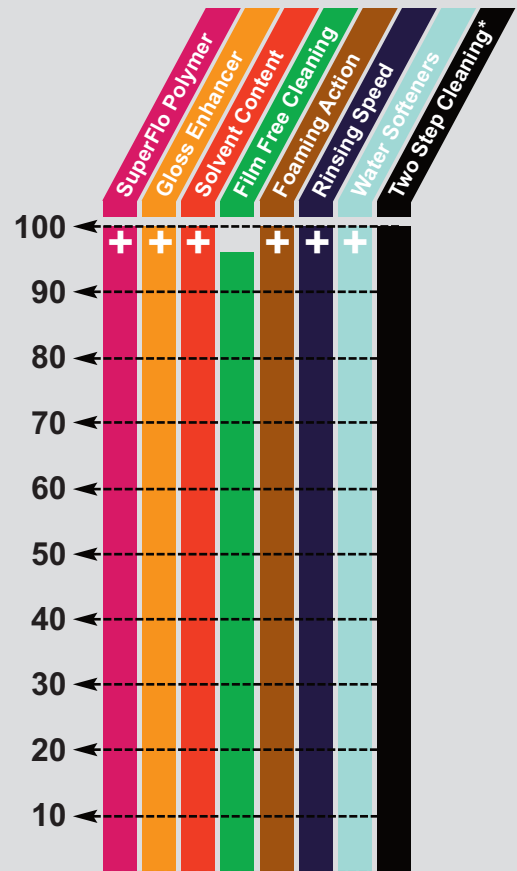
55 to 110 Gallon Drum Pak #MRM55 \$190.00

30 to 60 Gallon Drum Pak #MRM30 \$124.15

5 to 10 Gallon Drum Pak #MRM5 \$ 50.00

SHIPPING INCLUDED

To determine which product is best suited for you visit our website at www.envirospec.com



*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.

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.

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

Available Sizes:

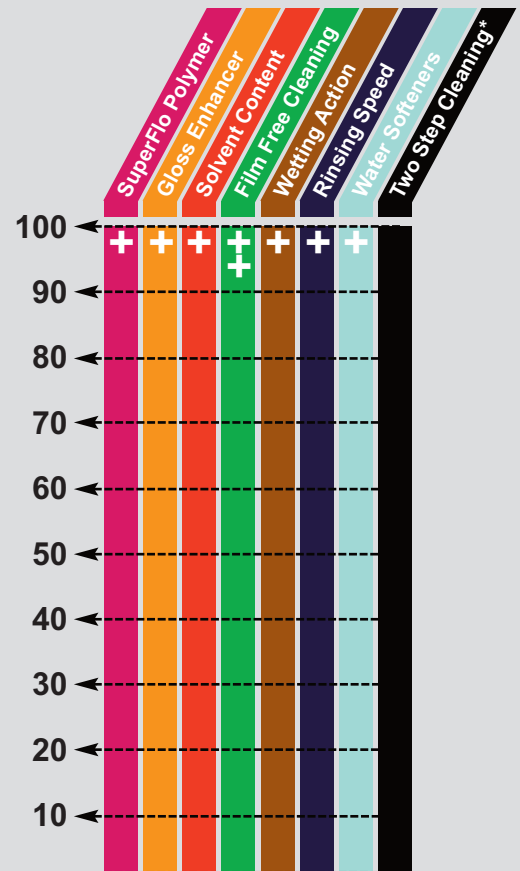
55 to 110 Gallon Drum Pak **#BB55** \$190.00

30 to 60 Gallon Drum Pak **#BB30** \$127.20

5 to 10 Gallon Drum Pak **#BB5** \$ 50.00

SHIPPING INCLUDED

To determine which product is best suited for you visit our website at www.envirospec.com



*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 manufactures would like to someday become. With an ongoing stream of *firsts in safety and performance*, we have an even more exciting road map 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., 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.

WASHING THE BIG RIGS

by: J. Allison

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.

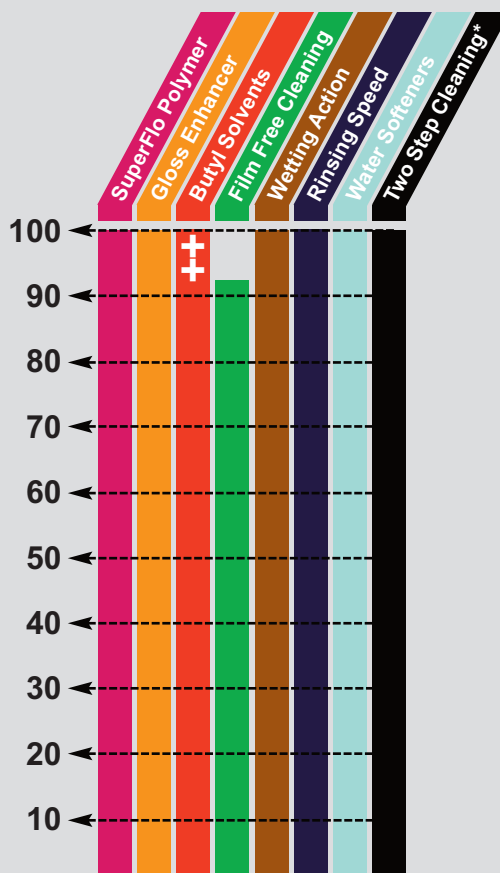
Contains blends of 'negative charged' surfactants, 'high-yield' builders, a heavy concentration of solvents to cut exhaust carbons, surfactants and silicone based gloss enhancers.

Available Sizes:

55 to 110 Gallon Drum Pak	#BJACK55	\$182.00
30 to 60 Gallon Drum Pak	#BJACK30	\$119.58
5 to 10 Gallon Drum Pak	#BJACK5	\$ 50.00

SHIPPING INCLUDED

To determine which product is best suited for you visit our website at www.envirospec.com



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

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

The secret of business is to know something that nobody else knows.

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.

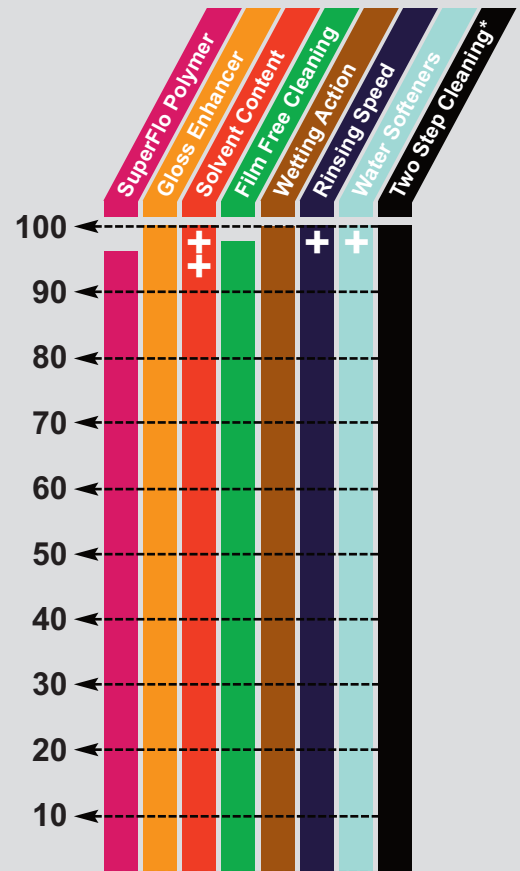
Contains a heavy concentration of butyl solvents, 'high-yield' builders, surfactants, 'quick rinse' agents and silicone based gloss enhancers.

Available Sizes:

55 to 110 Gallon Drum Pak #VIP55	\$152.00
30 to 60 Gallon Drum Pak #VIP30	\$ 98.00
5 to 10 Gallon Drum Pak #VIP5	\$ 50.00

SHIPPING INCLUDED

To determine which product is best suited for you visit our website at www.envirospec.com



*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.

We're always raising the level of performance to meet your expectations.

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 \$84.10**

70% of your entire day is spent
RINSING!

Smart tips from EnviroSpec

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.



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.

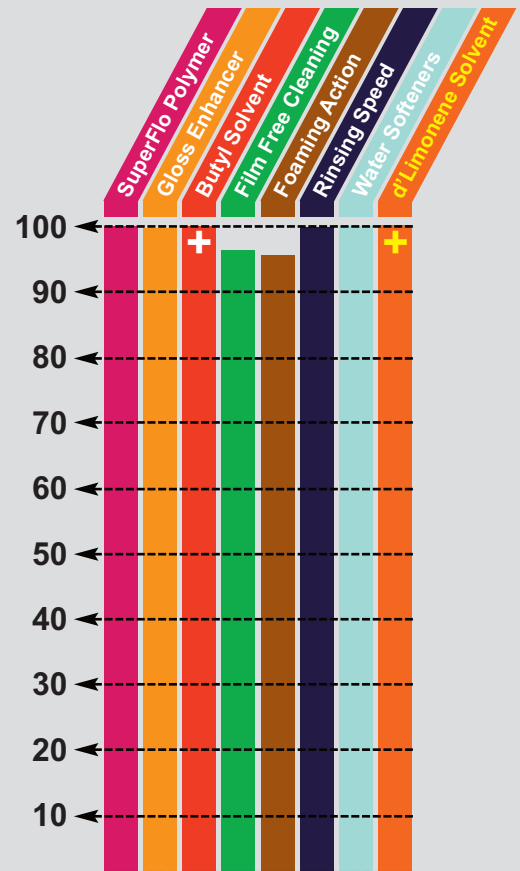
Contains a heavy concentration of butyl solvents, 'buffered' heavy duty builders, surfactants, 'quick rinse' agents and silicone based gloss enhancers.

Available Sizes:

55 to 110 Gallon Drum Pak	#LIM55	\$164.00
30 to 60 Gallon Drum Pak	#LIM30	\$ 97.50
5 to 10 Gallon Drum Pak	#LIM5	\$ 50.00

SHIPPING INCLUDED

To determine which product is best suited for you visit our website at www.envirospec.com



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 job-site 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

Protecting the earth begins when EnviroSpec products hit the surface.

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?



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.

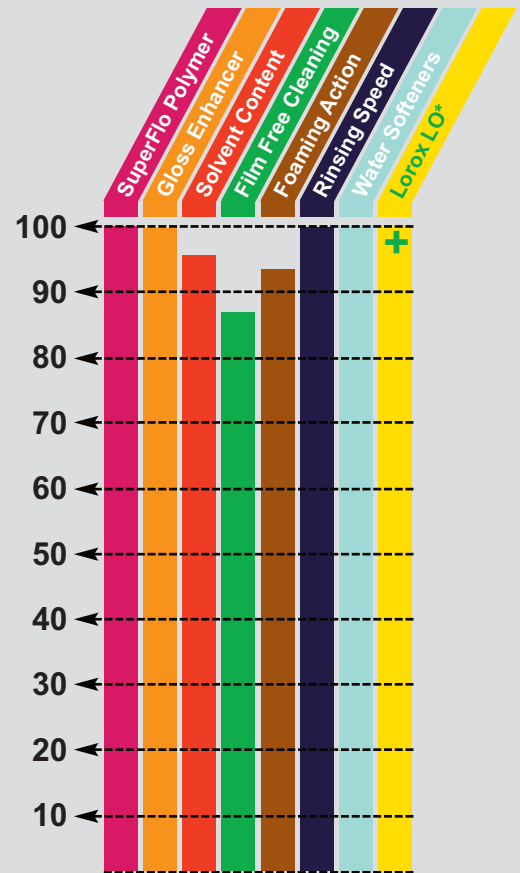
Contains a heavy concentration of 'bleach' friendly surfactants and solvents, 'buffered' heavy duty builders, 'quick rinse' agents and silicone based gloss enhancers.

Available Sizes:

55 to 110 Gallon Drum Pak	#EMUP55	\$152.00
30 to 60 Gallon Drum Pak	#EMUP30	\$ 91.00
5 to 10 Gallon Drum Pak	#EMUP5	\$ 50.00

SHIPPING INCLUDED

To determine which product is best suited for you visit our website at www.envirospec.com



*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.

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 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 Gallon Kit order #RES5 \$50.00

55 Gallon Kit order #RES55 \$97.00

SHIPPING INCLUDED

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 \$50.00

55 Gallon Kit order #FIB55 \$99.60

SHIPPING INCLUDED

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 contractors 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 industries 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 \$50.00

55-Gallon Kit order #DSB55 \$86.00

SHIPPING INCLUDED

Professionals are expensive but not near as expensive as an amateur.

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.

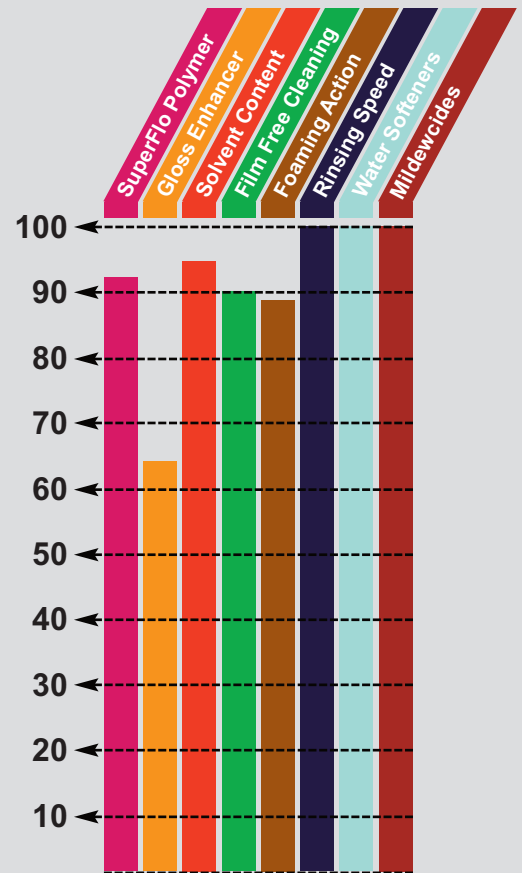
Why 'mask' the problem by removing the surface mildew with bleach when you can KILL and clean harmful mildew root beds? Contains a heavy concentration of penetrating mildewcides.

Available Sizes:

55 to 110 Gallon Drum Pak	#PREV55	\$152.00
30 to 60 Gallon Drum Pak	#PREV30	\$ 99.00
5 to 10 Gallon Drum Pak	#PREV5	\$ 50.00

SHIPPING INCLUDED

To determine which product is best suited for you visit our website at www.envirospec.com



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 dissolve 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 apply our roof protectant and mildew retardation product FINAL-PHAZE Sealer.

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!

HOW TO WASH STUFF!

**Great articles at
www.envirospec.com**

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Deck & Patio Washing

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Garage Washdowns

Gas Stations

Houses & Mobile Homes

Restaurant Exhaust

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AT WWW.ENVIROSPEC.COM**

PLEX-MASTER

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

Contains Silicone Hardeners

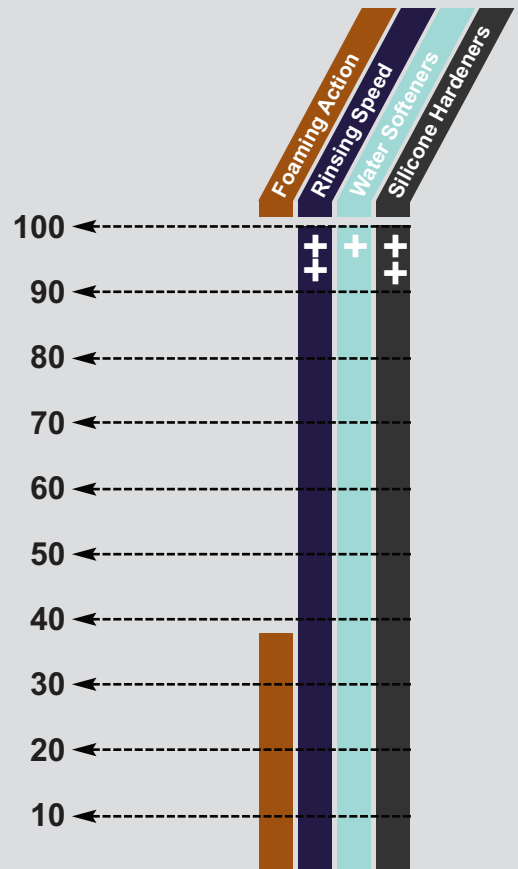
Add 1-Gallon of PLEXMASTER to 10-gallons of water and further dilute through an Allison chemical injector at a rate of 20 parts water to 1 part diluted product.

Requires a very quick and easy rinse.

5-GALLONS MAKES 55-GALLONS #PLE55 \$119.67

SHIPPING INCLUDED

To determine which product is best suited for you visit our website at www.envirospec.com



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.

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

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.

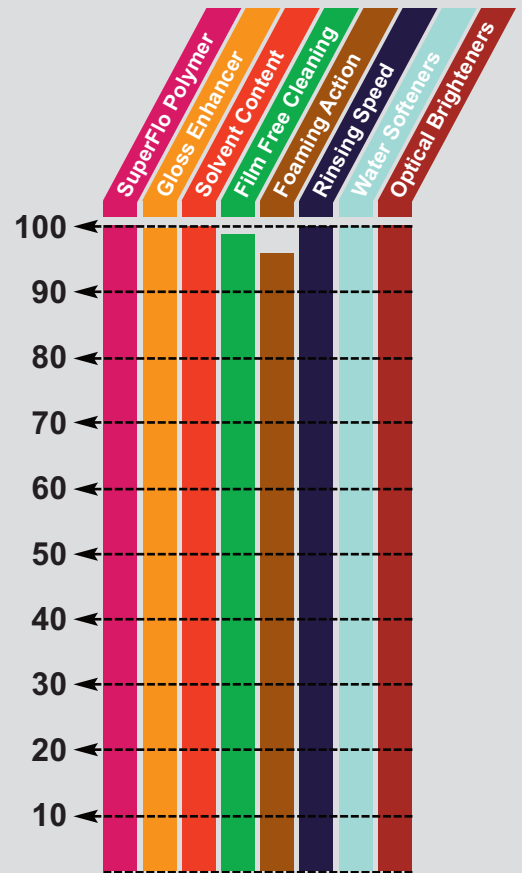
Power Stroke is a blend of anionic and nonionic surfactants, high performance builders, brightening and coupling agents and deep cleaning solvents.

Available Sizes:

- 55 to 110 Gallon Drum Pak #PS55 \$298.00
- 30 to 60 Gallon Drum Pak #PS30 \$188.00
- 5 to 10 Gallon Drum Pak #PS5 \$ 50.00

SHIPPING INCLUDED

To determine which product is best suited for you visit our website at www.envirospec.com



*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.

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.

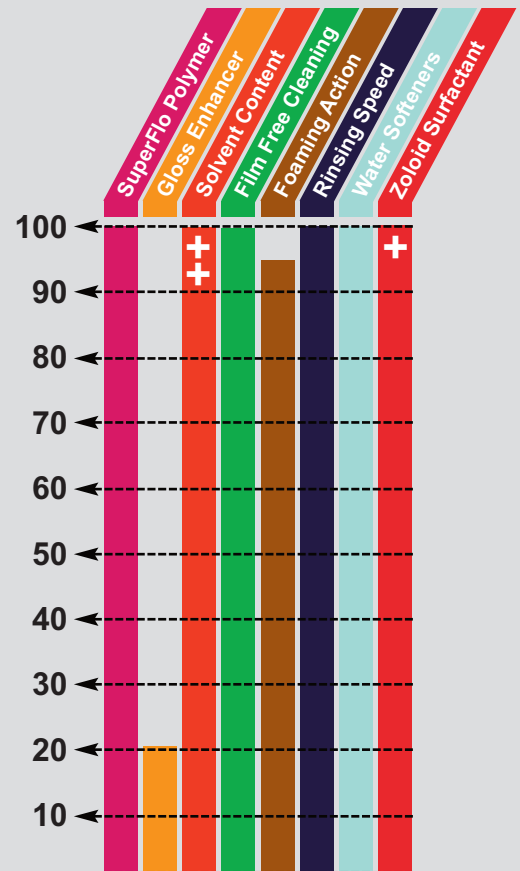
Solvent based product specifically formulated to dissolve baked on animal, bone and butterfats commonly found in the restaurant industry.

Available Sizes:

- 55 to 110 Gallon Drum Pak **#HP55** \$294.70
- 30 to 60 Gallon Drum Pak **#HP30** \$169.31
- 5 to 10 Gallon Drum Pak **#HP5** \$ 50.00

SHIPPING INCLUDED

To determine which product is best suited for you visit our website at www.envirospec.com



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. 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.

Success to EnviroSpec means being of value to our customers.

EnviroSpec
751 MLK Highway
Homerville, GA 31634

800-346-4876

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Factory Direct Pricing for Power Wash Contractors **ONLY!**



Tired of getting yelled at for using BLEACH?

Maybe it is time to try products formulated specifically for **PROFESSIONAL HOUSE WASHING!**



envirospec.com

Allison
**SEVERE DUTY
PUMP**

...with a **2-YEAR**
'bumper to bumper'
WARRANTY!



18 HORSEPOWER
VANGUARD™
COMMERCIAL POWER

INCLUDES
5.6 @ 4,100 PUMP

PUMP SHILLED LOOSE
CUST PAYS SHIPPING

SAVE
\$800.00

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