# THIS MONTH:

## Have I got a deal for you.

Everyone loves a bargain. And that's what you'll find when you go to **EnviroSpec.com** and click on **Sale Items.** Check out engines, pumps, sprayers and other equipment at up to half off. It's all perfectly new, top-grade stuff. And visit regularly, because you never know what you might find.

## Clean the kitchen.

Cleaning baked-on cooking residue in commercial kitchens can be one of the nastiest jobs around. Not just because of the oily grime, but because of caustic cleaning chemicals that irritate your eyes, nose, lungs and skin. Fortunately, the foaming cleaner **Hood Pro** from EnviroSpec works a whole lot better, without you inhaling fumes that humans were never meant to breathe.

#### Be kind to animals.

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

#### SPRING 2012

- 3 The EnviroSpec Story Began With a Contractor Just Like You
- 4 Fleet Owners Beware!
- **5** 10 Easy Steps to Help 'Run-Off' Business
- **6** The EPA's New Gas Rule
- 8 Tech Talk: Ethanol
- **9** Improving Yourself and Your Profession
- **10** Giving Back: The Brody Young Award
- 11 Problem/Solution: Truck Washing
- **11** Marketing 101: It's All About the Customer
- **12** Washing the Big Rigs
- **13** The Magic Behind SuperFlo Polymer
- **16** Advertise Your Business by Being Direct
- **17** Do We Really Need All This Firepower?
- 18 Is Social Media the Best Money You'll NEVER Spend?
- **19** The Engine That Pays You Back!
- **20** Choosing a Pressure Hose
- 21 Giving Back: EnviroSpec's Washin' Warrior Project
- 27 Tech Talk: Engines
- **29** Tech Talk: Unloaders
- **29** Tech Talk: Trigger Guns