

THIS MONTH:

SPRING 2012

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.



QUICK HITS:

- 2** Man vs. Dirt: A History of Cleaning Chemicals
- 3** **Giving Back:** EnviroSpec's Top Charities
- 5** Featured: Pine State Power Wash
- 8** Would You Wash a House With A Corrosive Chemical?
- 9** **Tech Talk:** Corrosive Products
- 10** The Right Things to Say When a New Customer Calls
- 11** Dan Galvin's American Success Story
- 14** Smart Marketing: Educate Customers With A Homeowner's Guide
- 18** House Washing Tips from EnviroSpec
- 19** Learn the Magic Behind Superflo Polymer™
- 20** Why and How to Nozzle Your Pump
- 21** 2012's Most Missed Market
- 22** **Tech Talk:** Figuring Horsepower Requirements
- 23** The "Splash n' Dash" Guy
- 32** Unloaders for Dummies