

SMART SOLUTIONS FROM ENVIROSPEC.COM

# PowerWashPro

JUNE 2014

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

## WARHORSE

KOHLER'S new fuel injected engines are showing up to \$3000.00 per year in fuel savings on ALLISON EQUIPMENT



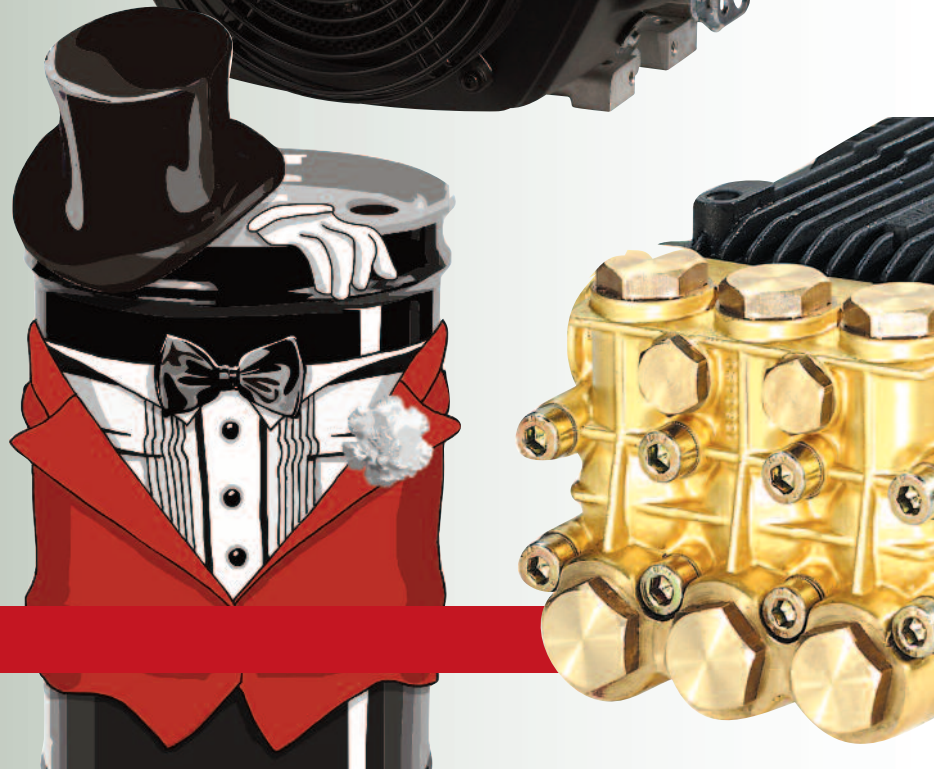
## THE PHONE RINGS THEN WHAT?

HOW do the BEST HOUSE WASHERS WASH HOUSES

## HOW & WHY

you should NOZZLE YOUR PUMP

## MAN VS. DIRT





# the SHRINERS mission

Soon after the Civil War, a cheerful group of men began meeting for lunch in New York City's Knickerbocker Cottage. They all knew each other as Masons, but soon decided to create an offshoot fraternity dedicated more to fellowship and public service rather than ritual and secrecy.

One of the members had been to a party given by an Arabian diplomat, and impressed by the exotic sense of culture, suggested adopting it as a theme for the new organization.

They began the Shrine Circus in 1906 for fun and entertainment, but quickly realized that it was a great way to raise money for worthy causes. From that funding base, they established Shriners Hospitals for Children® throughout the U.S.

Families who couldn't afford treatment for their kids with congenital illnesses and deformities were given a ray of hope, as well as some of the best medical treatment available.

Shriners International grew at a steady pace during the first half of the 1900s. It truly blossomed when returning soldiers from WWII saw it as a way to continue the camaraderie they had experienced in the armed services.

The Shriners can still be found driving their comically-small cars at local parades and events. They still work to support the hospital foundation, which like most charities during lean economic times, has experienced a reduction in funding.

*EnviroSpec has been a financial supporter of Shriners Hospitals for Children for many years. In fact, all the profits the company earns from chemical sales go to charities such as the Shriners' Tampa hospital.*

*Consider helping kids who can't help themselves, by making your own donation at [ShrinersHospitalsForChildren.org](http://ShrinersHospitalsForChildren.org).*



## 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](http://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](http://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.



### CUSTOM K7 Unloader

Flow Actuated

GPM: 2.1-10.8  
PSI: 3,500 PSI  
TEMP: 165° F

If you are buying K-7's from anyone else they will probably 'surge' in by-pass!



PART #	DESCRIPTION / PRICE
1089	2.1-2.9 GPM - K7.0 (with Anti-Surge by-pass port)
1090	2.9-4.2 GPM - K7.1 (with Anti-Surge by-pass port)
1091	4.2-6.6 GPM - K7.2 (with Anti-Surge by-pass port)
1092	6.6-10.8 GPM - K7.3 (with Anti-Surge by-pass port)

ANY SIZE  
**ON SALE**  
**\$89.95**

### K10 UNLOADER

GPM: 10.8  
PSI: 3,600 PSI  
TEMP: 165° F



One Size Fits All!

#1096  
**ON SALE**  
**\$79.63**

### YU-2140 UNLOADER

GPM: 21  
PSI: 4,500 PSI  
TEMP: 200°



#1101  
**ON SALE**  
**\$96.67**

The best large volume pressure actuated unloader in the industry!

### PREMIUM IRIDE GUN



Permissible Ratings:  
GPM: 8  
PSI: 4700 PSI  
TEMP: 300°

#1225  
**ON SALE**  
**\$29.87**

Easy Pull Relax Grip Design

### ALLISON 501 GUN



Permissible Ratings:  
GPM: 10  
PSI: 4000 PSI  
TEMP: 300°

#1209  
**ON SALE**  
**\$19.84**

Our #1 Selling Gun!

### RL-51 GUN



COMPENSATING EASY PULL GUN!

GPM: 13.2  
PSI: 4100 PSI  
TEMP: 320° F

#1204  
**ON SALE**  
**\$49.94**

### YG 5000

GPM: 11  
PSI: 5000 PSI  
TEMP: 300° F



#1220  
**ON SALE**  
**\$29.88**

#1221  
**ON SALE**  
**\$32.72**

Chlorine Version

### AL-607 Premium Series



GPM: 10.5  
PSI: 4,500 PSI  
TEMP: 195° F

#3111  
**ON SALE**  
**\$59.86**

### AL-607 Standard Series



GPM: 8.0  
PSI: 4,500 PSI  
TEMP: 190° F

#1114  
**ON SALE**  
**\$39.62**

### YGA5000



#YGA5000  
**ON SALE**  
**\$17.44**

Reg. Price \$32.95

Ratings:  
GPM: 10  
PSI: 5000 PSI  
TEMP: 300° F

Built for Comfort for Long Hard Days!

Easy Pull Relax Action Grip

## Allison Severe Duty Pumps



**2-YEAR 'BUMPER to BUMPER' WARRANTY**

Allison Pumps Include:

- 6,000 PSI Gauge Installed
- Quick Drain Oil Valve Installed
- Safety Pressure Relief Installed
- Allison Engine terminator that shuts down the engine if the pump head overheats.

If anything happens in the first two years we will **FIX IT FREE!**

JUST HOW GOOD IS AN Allison Severe Duty Pump?

EnviroSpec will provide a full 2-year Bumper to Bumper workmanship warranty on Allison Pumps. Just return it to us pre-paid and a certified systems technician will replace any worn parts such as check valves, packings, oil seals or anything else that is showing signs of wear and the possibility of 'downtime.' 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.

Our... **TS5635**

is a direct replacement for:

A-R: **RW21**

CAT: **5CP5140**

COMET: **RW5535S**

GENERAL: **TS2021**

PRESSURE PRO: **HP5535**

Just 'zip their's off' and 'zip ours on!'

Allison Severe Duty Pumps will run harder & last longer than any pump in the industry and to show you just how confident we are that our Severe Duty pumps are better all you have to do is look at this warranty.

- Exclusive 2-year 'bumper to bumper' warranty.
- 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 Rods with Perfect Cap Alignment.
- 'State of the Art' Packing Design means longer, uninterrupted run-times.
- Cool-run Technology & Extra Capacity Oil Sumps promote pump longevity.

Model	GPM	PSI	RPM	Shaft	Weight	LIST PRICE	CONTRACTOR
TS5635	5.6	3500	1450	24mm	31	\$1775.00	<b>\$585.00</b>

### INDUSTRIAL BALL VALVES

• Rated to 3,000 PSI

- Full flow ports
- All FPT x FPT

#1669  
**ON SALE**  
**\$39.81**



#1303  
**ON SALE**  
**\$26.77**



### PREMIUM 'HP' NOZZLES



**ON SALE**  
**\$2.89**

'QC' NOZZLES OR 1/4" MEG NOZZLES



# 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?



# 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.



# SERPENTINE PRESSURE WASH HOSE

**INCLUDES QUICK CONNECT COUPLERS AND PLUGS!**

- Super tough cover design
- 1 ea. 3/8" MPT swivel end
- 1 ea. 3/8" MPT fixed end
- Strain reliefs on both ends

*New Super Tuff Smooth Cover Blue*



4,000 PSI				6,000 PSI			
		Part Number				Part Number	
Black	50'	1708	\$69.95	Black	50'	6001	\$79.95
Grey	50'	1804	\$74.95	Grey	50'	6101	\$84.95
Blue	50'	1801	\$74.95	Blue	50'	1808	\$84.95
4,000 PSI				6,000 PSI			
Black	100'	1709	\$132.95	Black	100'	6002	\$142.95
Grey	100'	1805	\$137.95	Grey	100'	6102	\$147.95
Blue	100'	1802	\$137.95	Blue	100'	1810	\$147.95

**KNOCK YOUR SOCKS OFF PRICING!**

**5.6 GPM @ 4100 PSI  
18 HP Vanguard**



Comes with nozzles.  
Hose, Gun, Lance, Tank, Battery and Battery Cables sold separately. Cust pays shipping.  
Allow 2-weeks build time.

**\$1495.00**

- PREMIUM ALUMINUM BASE PLATE
- PREMIUM UNLOADER
- SAFETY PRESSURE RELIEF

## ALLISON 'SUPER SUDS SUCKER' CHEMICAL INJECTOR

This is the injector that all the Pro's use when volume chemical delivery is important! It has been the industry's most asked for chemical injector for the last 25 years.

**UP TO 33% DRAW RATES**

#1963  
**ON SALE \$47.88**



**overstock sale**

Part Number: 1964

The industry's highest drawing chemical injector. Where other stop drawing at 125' the Super Suds Sucker has been know to draw up to 500'.

## PREMIUM BRUSHES

#1458 Bi-Directional Brush - 1/2 Circle



**ON SALE \$29.48**



#1452 18" Truck Wash  
**ON SALE \$20.47**

#1453 24" Truck Wash  
**ON SALE \$26.27**

**ON SALE \$22.82**

#1451 10" Truck Wash  
**ON SALE \$11.28**



#1459 Gutter & Exhaust Stack Brush

## Our Most Popular INDUSTRIAL HOSE REEL Holds 200' of 3/8" Hose

The Industry's Best Hose Reel Value!



#1316  
**ON SALE \$124.77**

**And We Pay The FREIGHT!**

Solid Steel Construction, Durable Powder Coat, Direct Hand Crank rewind, Full Flow Swivel Brass Joint, 5,000 PSI Rated, 3-1 Burst Factor

## BALL VALVES TO 7,500 PSI

- Rugged carbon steel construction
- Blow-out proof stem
- Delrin® ball seats
- Buna-N® o'rings

#1305  
**ON SALE \$24.89**  
3/8" FxF



## HOSE REEL SWIVEL 5,000 PSI

- FPT x FPT
- 3/8" FPT inlet for hose
- 1/2" outlet mounts to reel



#1591  
**ON SALE \$24.78**



ANYONE CAN SELL YOU PARTS BUT ONLY WE CAN TELL YOU HOW TO USE THEM!

WHEN YOU CALL YOU WILL GET HELP FROM AN EX-MOBILE WASH CONTRACTOR!

## Premium Chemical Filter *By Far The Best!*

- Solid Stainless and Brass construction
- Larger than others - allows more chemical flow
- Removable, internal "check" prevents chems from back flowing.



#1153  
**ON SALE**  
**\$3.80**

## Plastic Chemical Filter

- Weight holds filter on the bottom
- Use with 1/4" or 3/8" chemical tubing
- Corrosion resistant plastic



#1150  
**ON SALE**  
**\$1.69**

With Check  
#1151  
**ON SALE**  
**\$1.98**  
No Check

## ALLISON "SUDS SUCKER"

THE BEST "DRAW RATES" IN THE INDUSTRY DESIGNED BY: ALLISON

These unique features guarantee you Allison Injectors are the best in the industry!

- Up to 20% draw rate
- Machined Brass
- Ceramic Ball for harsh chemicals & chlorine
- 316 Stainless Nozzle
- Rated to 5,000 PSI
- Viton® O'ring

# 22% DRAW RATE

#1441  
**ON SALE**  
**\$16.88**  
Non-Adj 2-5 GPM

#1443  
**ON SALE**  
**\$16.88**  
Non-Adj 5-8 GPM

#1446  
**ON SALE**  
**\$19.93**  
Adj. 2-5 GPM

#1448  
**ON SALE**  
**\$19.93**  
Adj. 5-8 GPM

## 'QC' O-Rings



#QOR4E <b>ON SALE</b> <b>\$12.50</b> 50 - 1/4" EPDM	#QOR8E <b>ON SALE</b> <b>\$12.50</b> 50 - 3/8" EPDM	#QOR4V <b>ON SALE</b> <b>\$14.50</b> 50 - 1/4" VITON	#QOR8V <b>ON SALE</b> <b>\$14.50</b> 50 - 3/8" VITON
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## Premium Brass Coupler

Brass Coupler with 'Safety Loc System'



Shown: Brass Female Pipe Thread (FPT)

#BC4F <b>ON SALE</b> <b>\$3.24</b> 1/4" FPT	#BC4M <b>ON SALE</b> <b>\$3.24</b> 1/4" MPT	#BC8F <b>ON SALE</b> <b>\$3.24</b> 3/8" FPT	#BC8M <b>ON SALE</b> <b>\$3.24</b> 3/8" MPT
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## Premium Plated Steel Plugs

"Super Hard" Plated Steel Plug



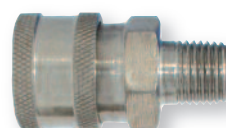
Shown: Female Pipe Thread (FPT)

#BP4F <b>ON SALE</b> <b>\$1.38</b> 1/4" FPT	#BP4M <b>ON SALE</b> <b>\$1.38</b> 1/4" MPT	#BP8F <b>ON SALE</b> <b>\$1.38</b> 3/8" FPT	#BP8M <b>ON SALE</b> <b>\$1.38</b> 3/8" MPT
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## BRECO COUPLINGS & PLUGS

### Premium Stainless Coupler

Stainless Coupler with 'Safety Loc System'



Shown: Stainless Steel Male Pipe Thread (MPT)

#QS4FS <b>ON SALE</b> <b>\$4.49</b> 1/4" FPT	#QS4MS <b>ON SALE</b> <b>\$4.49</b> 1/4" MPT	#QS8FS <b>ON SALE</b> <b>\$4.99</b> 3/8" FPT	#QS8MS <b>ON SALE</b> <b>\$4.99</b> 3/8" MPT
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### Stainless Plugs

"Super Hard" Stainless Plug



Shown: Stainless Male Pipe Thread (MPT)

#QP4FS <b>ON SALE</b> <b>\$2.25</b> 1/4" FPT	#QP4MS <b>ON SALE</b> <b>\$2.25</b> 1/4" MPT	#QP8FS <b>ON SALE</b> <b>\$2.25</b> 3/8" FPT	#QP8MS <b>ON SALE</b> <b>\$2.25</b> 3/8" MPT
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# KOHLER Engines



THE NEWEST GENERATION  
...the Kohler EFI Engines  
are showing up to 30% fuel savings each year

Part #	Horsepower GROSS	Horsepower NET	Shaft Size	Auto Idle Down	PRICE	SALE!
1829	21*	19	1"	NO	\$1545.00	\$945.00
19EFI	21*	19	1-1/8"	NO	\$2181.00	\$1581.00
19EFI-ID	21*	19	1-1/8"	YES	\$2186.00	\$1586.00
265EFI	29	26.5	1-1/8"	NO	\$2698.00	\$2098.00
265EFI-ID	29	26.5	1-1/8"	YES	\$2610.00	\$2010.00
1834	30	27	1-1/8"	NO	\$2561.00	\$1961.00
1836	40	37	1-7/16"	NO	\$3297.00	\$2697.00

Customer pays shipping.

These are SPECIAL ENGINES built for EnviroSpec specifically for **Allison IRON HORSE PRESSURE WASHERS**

## MTM DuraJet Nozzle

THE INDUSTRY'S BEST 'FULL-PATTERN' TURBO!

"Push" for Soap  
"Pull" for Pressure



PSI: 3,000 PSI  
TEMP: 300° F

Hi-Lo settings allow for both cleaning and chem applications

PART #	DESCRIPTION / PRICE
1602	Push-Pull Nozzle 3.0 White Dot
1604	Push-Pull Nozzle 4.5 Orange Dot
2050	Push-Pull Nozzle 5.0 Red Dot
2051	Push-Pull Nozzle 5.5 Blue Dot
2052	Push-Pull Nozzle 6.5 Black Dot
2054	Push-Pull Nozzle 8.0 Green Dot

**ON SALE**  
**\$12.60**

## 4000 PSI

TURBO	NOZ	KIT \$25.94
16221	2.5	41374
16222	3.0	41375
16223	3.5	41376
16224	4.0	41377
16225	4.5	41378
16226	5.0	41379
16227	5.5	41380
16228	6.0	41381

## ALLISON HYDROJETS

## 5000 PSI

**ON SALE**  
**\$41.73**

**ON SALE**  
**\$63.65**

TURBO	NOZ	KIT \$35.45
16284	3.0	41482
16285	3.5	41483
16286	4.0	41484
16287	4.5	41485
16288	5.0	41486
16289	5.5	41487
16290	6.0	41488
16291	6.5	41489
16292	7.0	41490
16293	7.5	41491

**Bonus Bucks**  
**10%** of every purchase **THIS MONTH**  
can be used towards purchases **NEXT MONTH**

ORDER ON-LINE AT [WWW.ENVIROSPEC.COM](http://WWW.ENVIROSPEC.COM)

ONLY ENVIROSPEC CAN ANSWER ANY QUESTION YOU HAVE



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.

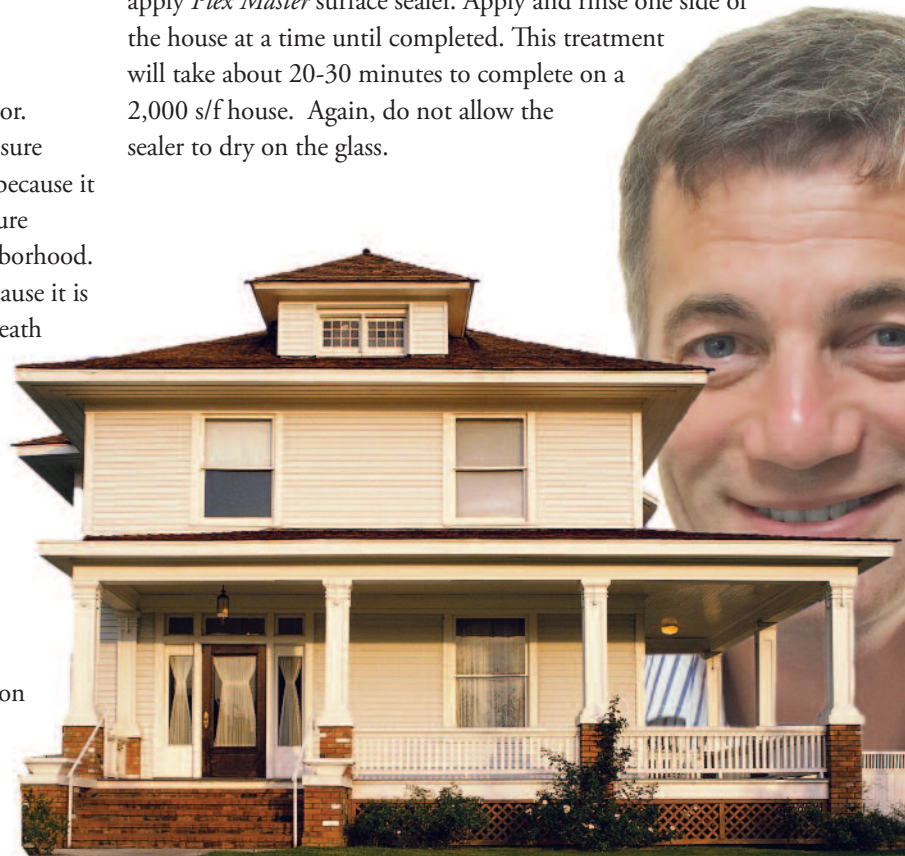
## Pressure Washing

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.



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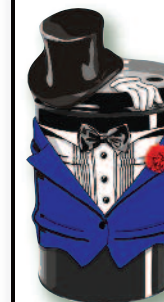


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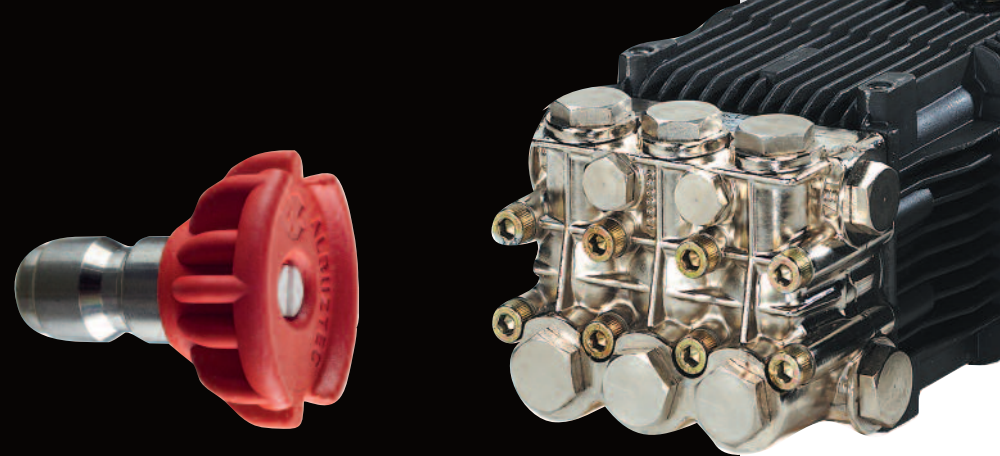
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Bleach is Corrosive and it is NOT a Cleaner!



# PUMP SET-UP

## Why & How to Nozzle Your Pump



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

### What does 'NOZZLING A PUMP' mean?

Typically when a new pump is installed the same nozzles that came with the machine which could have been the wrong nozzles to begin with are the ones used on the new pump.

Knowing how to nozzle the pump is the first step in knowing how to maintain your own equipment. You should learn this because experience tells me that most pressure washer distributors seldom get it right.

Let's say you buy a 5.6 GPM 3,500 PSI pump. The first thing you want to do is determine the exact nozzle that it will take to produce these specs. When you look at the nozzle chart it tells you that a number '06.0' nozzle is the one you should use. So let's see if that is right. Most times it isn't. Manufacturer's have been known to occasionally over state the capabilities of some of their pumps.

Before you start this procedure remove your chemical injector and hook up your hose and gun and install that new '06.0' nozzle.

Before starting the engine always **turn your unloader down** to where you will be getting very low pressure once you fire off the engine and pull the trigger.

### FIRST:

With the trigger gun in the open position start to turn the unloader adjusting knob slowly to increase pressure. Watch your gauge closely. When you get to a point where the gauge needle stops moving you **STOP** turning. At this point this is the absolute most you will be able to get out of this pump with that nozzle.

### REMEMBER:

We are trying to find the perfect nozzle that will give us the manufacturers advertised specifications. So if the nozzle chart says a 06.0 is the nozzle needed to get 5.6 @ 3,500 psi and the gauge needle stopped moving at 3,100 PSI this means you have the wrong nozzle for your set-up. If the pressure is to low you will need to install a smaller nozzle. In this case try a '05.5' nozzle. If the pressure is to high you will need to install a larger nozzle.

**NOW** - the most important thing you MUST learn is this. Never - ever touch the unloader again! Once you have nozzled the pump correctly ALL pressure adjustments from here on out should be done by using a LARGER nozzle only. Why Larger ONLY? Because when you determined the correct nozzle by finding out the absolute smallest nozzle required to obtain the correct specifications - anything smaller will over pressurize or 'red-line' the pump. Once you have nozzled the pump correctly that is the smallest nozzle you should ever use. A good rule of thumb is if you are using a 05.5 nozzle and it is giving you 3,500 PSI on a 5.6 GPM pump and you install a 09.0 nozzle the pressure will drop to around 2,000 PSI and your GPM will remain the same. If you try to adjust the unloader to reduce the pressure then you are also reducing the GPM. Using the unloader to adjust the pump to 2,000 PSI will by-pass around 1.5-2.0 GPM.

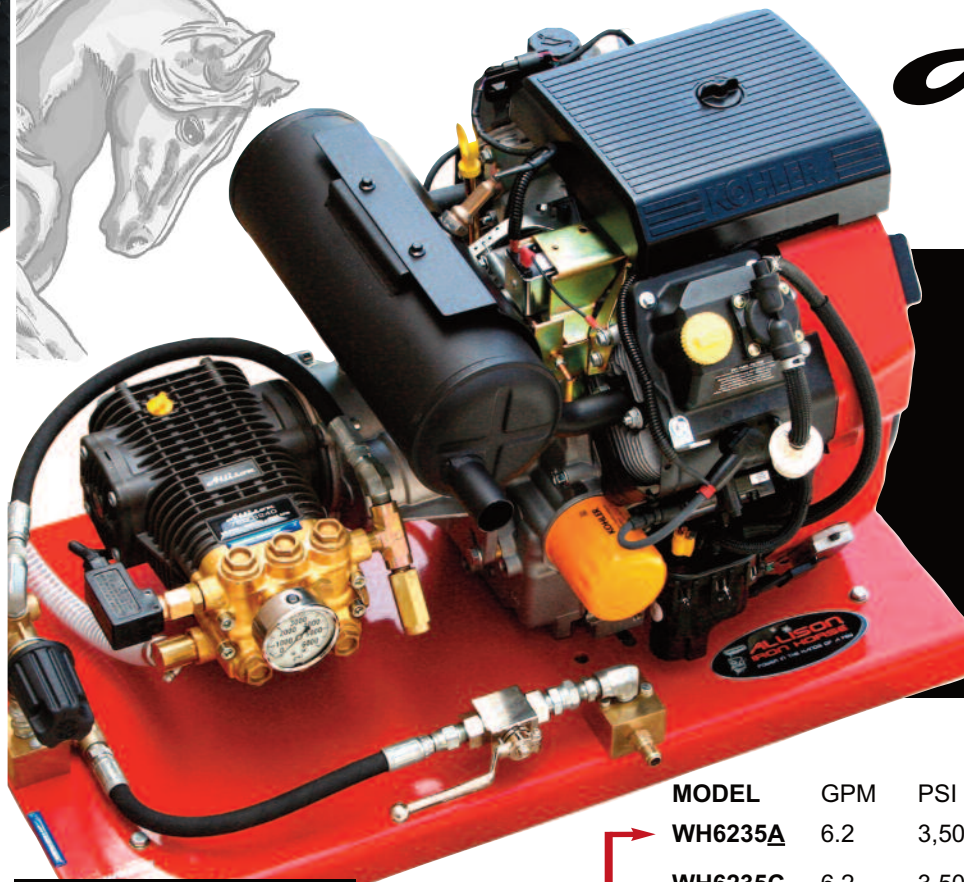
### Considerations for problems:

If you can't get the pressure with the nozzle that is recommended for the advertised pump specifications here are some possible reasons why.

1. The manufacturer has over rated the pump and you are not getting 5.6 GPM. TS2021's always seem to be in the 5.3 GPM range.
2. The engine speed is not correct. (See 'Engine Speeds' article)
3. You have the wrong pulley sizes on the machine. (See Pulley/Gear article)

To maintain your equipment properly you must have a few, low cost tools. Here are the ones you will need when nozzling a pump.

1. 2 (not 1) pressure gauges just in case one is giving you a false reading.
2. A tachometer on your engine. This is so easy to install that everyone should have one.



# Allison

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WH8335C	8.3	3,500	26.5 EFI KOHLER*	TWS8035	COMET
WH9035A	9.0	3,500	26.5 EFI KOHLER*	TS9035	ALLISON*
WH8535G	8.5	3,500	26.5 EFI KOHLER*	TSF2021	GENERAL
WH1030G	10.2	2,800	26.5 EFI KOHLER*	TSF2221	GENERAL

\*ALLISON PUMPS come with a **2-YEAR 'Bumper-to-Bumper' WARRANTY** against failure under normal wear and tear of any component to include Check Valves, Packings, Oil Seals, Head, Bearings, Crank and Pistons.



For over 40 years my machines have been working harder and lasting longer than any machine in the industry. Why? I just never learned how to build a 'cheap' machine. So if you are looking for a machine that can take anything you can throw at it *and still ask for more* - maybe you should try an Allison-built machine your next time around.



KOHLER Engines

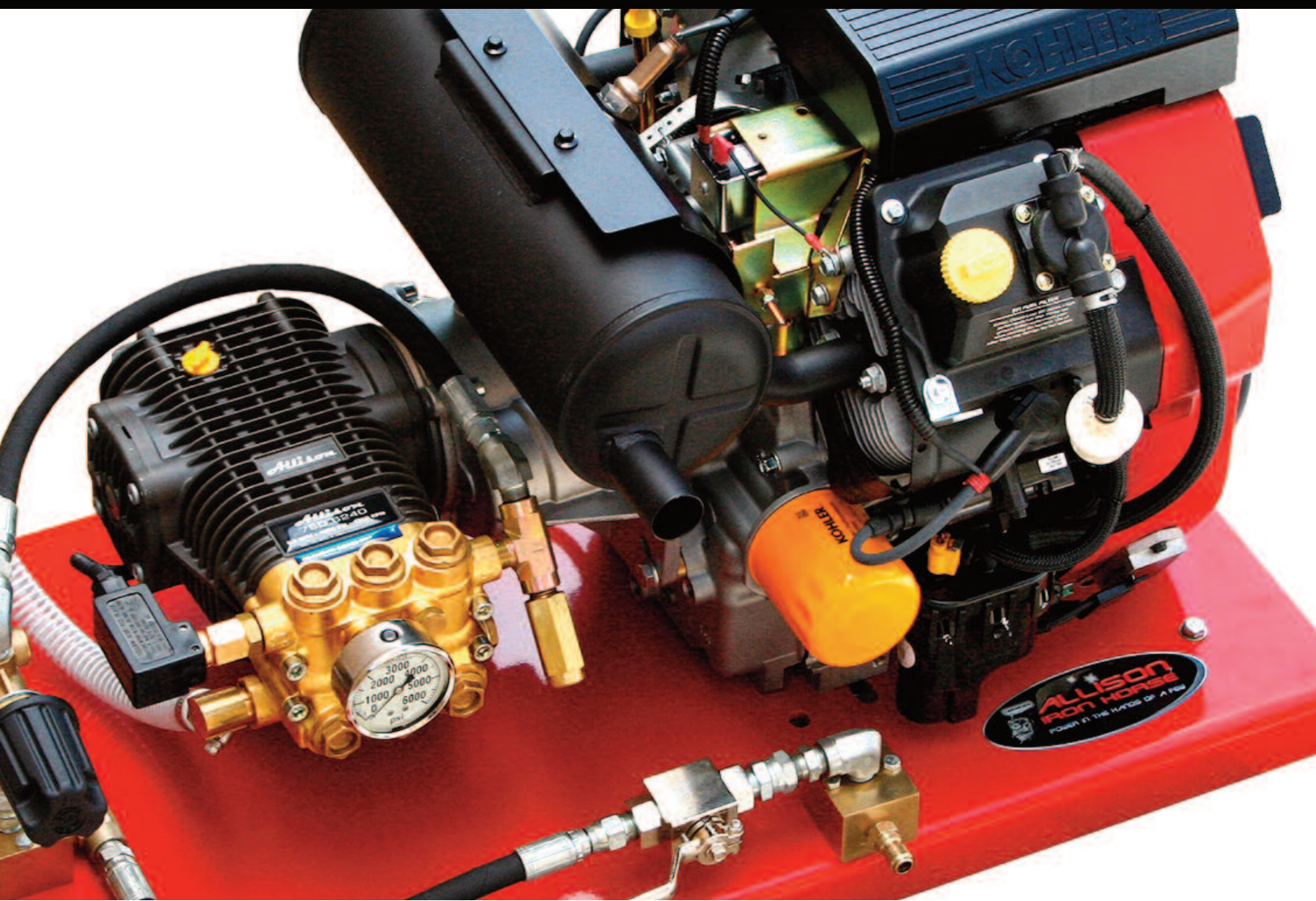
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