

SMART SOLUTIONS FROM **ENVIROSPEC.COM**

PowerWashPro

MARCH 2014

www.envirospec.com

WHAT TO SAY
and what not to say
to sell house wash jobs!

**SUPERFLO
POLYMER**
the secret behind
EnviroSpec's famous
cleaning chemicals

PLEXMASTER
has made Dan Galvin
hundreds of thousands
of dollars!

NEED A PART?
EnviroSpec can supply
you with over 200,000
pumps, parts and
accessories and not
only that but we can
actually tell you how to
mount and use them!



DAN GALVIN
JOINS ENVIROSPEC

OVER 200,000 PRESSURE WASHER PUMPS, PARTS AND ACCESSORIES

Custom Built 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 'surge' in by-pass!

PART #	DESCRIPTION / PRICE	Less 10% BB*
1089	2.1-2.9 GPM - K7.0 (with Anti-Surge By-pass Port)	\$96.25
1090	2.9-4.2 GPM - K7.1 (with Anti-Surge By-pass Port)	\$96.25
1091	4.2-6.6 GPM - K7.2 (with Anti-Surge By-pass Port)	\$96.25
1092	6.6-10.8 GPM - K7.3 (with Anti-Surge By-pass Port)	\$96.25

YU-2140 Unloader

The best large volume pressure actuated unloader in the industry!

GPM: 21.0
PSI: 4,500 PSI
TEMP: 200°



PART #	DESCRIPTION / PRICE	Less 10% BB*
1101	1/2" In/Out/ 2 By-pass Ports (Green)	\$101.36

K10 Unloader

Flow Actuated

GPM: 10.8
PSI: 3,600 PSI
TEMP: 165° F



One Size Fits All!

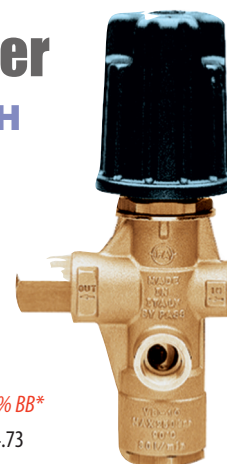
PART #	DESCRIPTION / PRICE	Less 10% BB*
1096	UNLOADER, K-10 FLOW ACTUATED	\$79.63

VB-10 Unloader

SUPER SOFT TOUCH

GPM: 8
PSI: 4,000 PSI
TEMP: 195° F

Feels like a **FLOW ACTUATED** ...but easy to adjust like a **PRESSURE ACTUATED!**



PART #	DESCRIPTION / PRICE	Less 10% BB*
1108	UNLOADER, PA10	\$94.73

Unloader Mounting Block

Takes the 'load' off of the pump head!



PART #	DESCRIPTION / PRICE	Less 10% BB*
1081	3/8" x 3/8" FPT	\$13.67
1082	3/8" x 1/2" FPT	\$13.67
1083	1/2" x 1/2" FPT	\$13.67

YU-831

Permissible Ratings:

GPM: 8.0
PSI: 4,500 PSI
TEMP: 195° F

Pressure Actuated



PART #	DESCRIPTION / PRICE	Less 10% BB*
YU831	Unloader without knob	\$52.64

AL-607 Unloader

Pressure Actuated

GPM: 2.1-10.8
PSI: 3,000 PSI
TEMP: 165° F



PART #	DESCRIPTION / PRICE	Less 10% BB*
1104	Unloader without Knob	\$45.16
1114	Unloader with Knob	\$48.83



New Pulsar

Permissible Ratings:

GPM: 8.0
PSI: 4,500 PSI
TEMP: 195° F

Pressure Actuated

PART #	DESCRIPTION / PRICE	Less 10% BB*
1099	Pulsar (New Version)	\$47.60

FOR OVER 40 YEARS - THE MOST TECHNICAL SUPPLIER IN THE INDUSTRY!

ALLISON PL-51



Ratings:
GPM: 12.0
PSI: 5100 PSI
TEMP: 300°

New For 2014

PART #	DESCRIPTION / PRICE	Less 10% BB*
PL51	Stainless Ball	\$28.27
PL51C	Chlorine Ball	\$35.80

HT-TECH 5500 GUN

5500 PSI

GREAT
PRESSURE
RANGE

HANDLES
HIGHER
VOLUMES



Awesome Gun!

Easy Pull
Relax Grip
Design

GPM: 1.0-13.0
PSI: 5500
TEMP: 300° F

PART #	DESCRIPTION / PRICE	Less 10% BB*
HT5500	HI-TECH GUN	\$33.27
HT5500C	CHLORINE VERSION	\$39.60
1744	REBUILD KIT	\$ 5.78

Easy Pull
Relax Grip
Design

YGA-5000 GUN

5000 PSI

FOR
MEDIUM
TO LARGE
HANDS

GPM RANGE: 1.0-12.0
PSI RANGE: 500-5000
TEMP RATING: 300° F

PART #	DESCRIPTION / PRICE	Less 10% BB*
YGA5000	INDUSTRIAL SERIES	\$24.62
YGA5000C	CHLORINE VERSION	\$29.36
1749	CERAMIC KIT	\$ 5.78

#1 SELLER
IN 2011



General Pump YG-5000S

STRAIGHT
THROUGH

GPM: 10.0
PSI: 500-5000
TEMP: 300° F

PART #	DESCRIPTION / PRICE	Less 10% BB*
1218	Straight thru Gun	\$34.10



YG-5000

GPM: 1.0-11.0
PSI: 500-4500
TEMP: 300° F

PART #	DESCRIPTION / PRICE	Less 10% BB*
1220	YG5000	\$31.90
1221	CHLORINE VERSION	\$35.70
1747	CERAMIC KIT	\$ 5.78



HT-TECH 501 GUN

4500 PSI

Our #1
Selling
Gun!

GPM RANGE: 1.0-8.0
PSI RANGE: 500-4500
TEMP RATING: 300° F

PART #	DESCRIPTION / PRICE	Less 10% BB*
1209	HI-TECH 501 GUN	\$24.62
1749	CERAMIC KIT	\$ 5.78



Easy Access
Repair Kit Panel

VOTED THE INDUSTRY'S BEST TECHNICAL WEB SITE - WWW.ENVIROSPEC.COM

SERPENTINE PRESSURE WASH HOSE

INCLUDES QUICK CONNECT COUPLERS AND PLUGS!

New Super Tuff Smooth Cover Blue

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

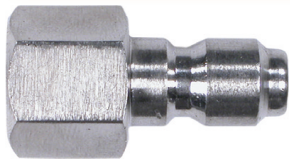


4,000 PSI	Part Number	6,000 PSI	Part Number
Black 50'	B408-050 \$69.95	Black 50'	B608-050 \$79.95
Grey 50'	G408-050 \$74.95	Grey 50'	G608-050 \$84.95
Blue 50'	BL408-050 \$74.95	Blue 50'	BL608-050 \$84.95
4,000 PSI		6,000 PSI	
Black 100'	B408-100 \$132.95	Black 100'	B608-100 \$142.95
Grey 100'	G408-100 \$137.95	Grey 100'	G608-100 \$147.95
Blue 100'	BL408-100 \$137.95	Blue 100'	BL608-100 \$147.95



HARDENED STAINLESS BEARINGS!
VITON O'RINGS STANDARD!

'USA' - BRECO - 'USA' COUPLINGS & PLUGS



PART #	BRECO COUPLINGS / PRICE	Less 10% BB*	PART #	BRECO PLUGS / PRICE	Less 10% BB*
BC4F	1/4" FPT In, 1/4" Out	\$3.24	BP4F	1/4" FPT In, 1/4" Out	\$1.38
BC4M	1/4" MPT In, 1/4" Out	\$3.24	BP4M	1/4" MPT In, 1/4" Out	\$1.38
BC8F	3/8" FPT In, 3/8" Out	\$3.24	BP8F	3/8" FPT In, 3/8" Out	\$1.38
BC8M	3/8" MPT In, 3/8" Out	\$3.24	BP8M	3/8" MPT In, 3/8" Out	\$1.38

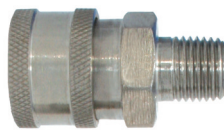
Replacement 'O' Rings



PART #	DESCRIPTION / PRICE	Less 10% BB*
EPDM 'O' RINGS - Chemical Resistance: Moderate		
QOR4E	1/4", 300°, BLACK, 50 EACH	\$12.50
QOR8E	3/8", 300°, BLACK, 50 EACH	\$12.50
VITON 'O' RINGS - Chemical Resistance: Severe		
QOR4V	1/4", 350°, BROWN, 50 EACH	\$14.50
QOR8V	3/8", 350°, BROWN, 50 EACH	\$14.50

Premium Stainless Coupler

Stainless Coupler with 'Safety Loc System'



Shown: Stainless Steel Male Pipe Thread (MPT)

PART #	DESCRIPTION / PRICE	Less 10% BB*
QS4FS	1/4" FPT In, 1/4" Out	\$4.99
QS4MS	1/4" MPT In, 1/4" Out	\$4.99
QS8FS	3/8" FPT In, 3/8" Out	\$4.99
QS8MS	3/8" MPT In, 3/8" Out	\$4.99

Premium Stainless Plugs

"Super Hard" Stainless Plug



Shown: Stainless Male Pipe Thread (MPT)

PART #	DESCRIPTION / PRICE	Less 10% BB*
QP4FS	1/4" FPT In, 1/4" Out	\$2.25
QP4MS	1/4" MPT In, 1/4" Out	\$2.25
QP8FS	3/8" FPT In, 3/8" Out	\$2.25
QP8MS	3/8" MPT In, 3/8" Out	\$2.25

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

Allison "Super Suds Sucker"

UP TO 33% DRAW RATE - THE #1 INJECTOR FOR OVER 35 YEARS

For those of you to new or young to remember...

...a few years back we designed a chemical injector that would just about suck the bottom out of the pail. Not only that - we were able to put as much as 500' of hose on the machine and still suck as much chemical as most injectors equipped with only 50' of hose.

Here are the two primary advantages of owning a **Super Suds Sucker** and when you think about it - what else is there?

Longevity - This could be the last injector you will ever buy. Most of the ones we built 10 years ago are still 'sucking' strong.

Product to Surface - When we first came out with this product we told people then that "if you can't get the product to the surface you may as well stay at home" - the same holds true today. With a **Super Suds Sucker** you will definitely get the product to the surface.

What do people say when they first try it?

NOW THIS SUCKS!

1-800-346-4876



#1963 \$ 69.95

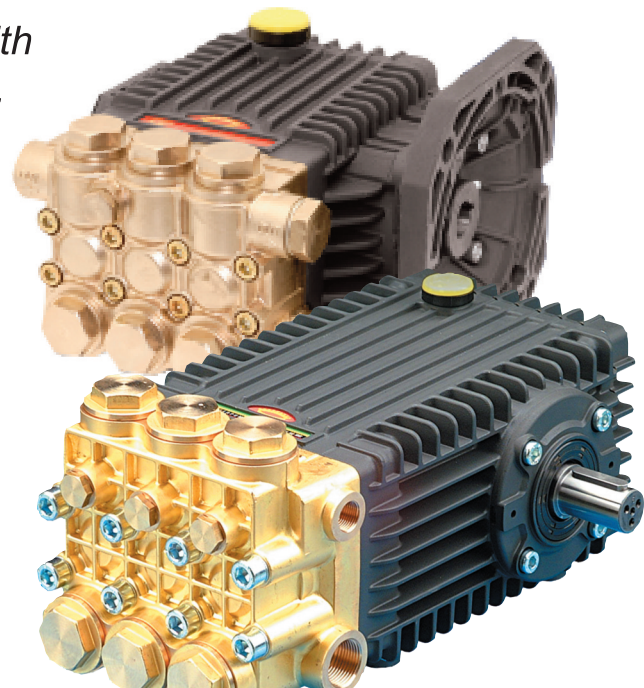
Less 10% BB*

Super Suds Sucker comes with additional nozzles that will handle from 2 to 10 GPM. Complete with... quick connects, chemical line & chemical filter. **READY TO GO!**

MARCH IS GENERAL PUMP MONTH!

This is when you can start the season with a brand new pump at 'unheard of' prices.

MODEL	GPM @ PSI	RPM	SALE	U-SAVE
EZ4040G	4.0 @ 4000	3400	\$349.00	\$ 51.00
TS2021	5.6 @ 3500	1450	\$515.00	\$ 74.00
TSF1819	6.3 @ 4350	1750	\$699.00	\$200.00
TSF2019	6.3 @ 3600	1450	\$654.00	\$150.00
	7.6 @ 3600	1750		
TSF2021	7.0 @ 3600	1450	\$654.00	\$150.00
	8.5 @ 3600	1750		
TSF2221	8.5 @ 3000	1450	\$757.00	\$150.00
	10. @ 3000	1750		
TSF2421	10. @ 2500	1450	\$855.00	\$150.00
	12. @ 2500	1750		
TSF2819	12. @ 2200	1450	\$930.00	\$200.00



OVER 40 YEARS SERVING THE PROFESSIONAL MOBILE WASH COMMUNITY

The Industry's #1 Selling House Wash Product FOR OVER 30 YEARS AND COUNTING ALL WITH HIGH GLOSS ENHANCERS

Heavy Mold & Mildew

Lim nene

Contains Mold Destroying...

**d'LIMONENE
CITRUS PEEL EXTRACTS** TM

along with

Gloss Enhancers

Since its introduction in 1994
Limonene has been our industry's
#1 SELLING HOUSE WASH

This is a product that you have to
TRY and SEE simply because
you could never imagine...



**...THE POWER OF
CITRUS PEEL EXTRACTS**



BLEACH FRIENDLY DETERGENT
CONTRACTORS know that
only removes surface mold and mildew
so when it comes to killing the mold
cleaning carbonaceous hydrate
acid rain and general 'fall-out'
that bleach alone will not touch
on the power of...

EMULSIFIER

with Gloss Enhancers

Mix 1-Gallon of bleach
Emulsifier Plus for the job
when bleach has to be used

Products **UNTING** **S**



GENT
hat BLEACH
 and mildew
 g the roots and
 drocarbons,
 out' pollutants
 touch they call



R PLUS
hancers

each with 4-gallons of
 the best of all world
 be a part of your MIX.

according to

DAN GALVIN

East Coast Power Wash



PLEX-MASTER

**I 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!

Contact Dan Galvin today and let him help guide you to the successes that he has enjoyed as a professional mobile washer.

1-800-346-4876

**see these products and more at
www.envirospec.com**

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."

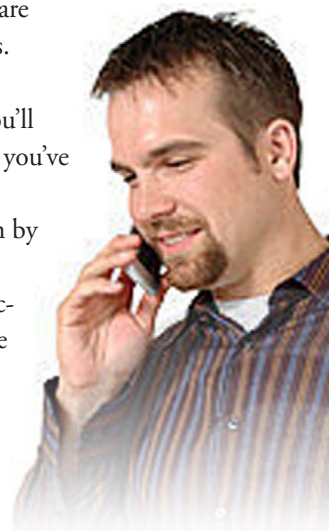
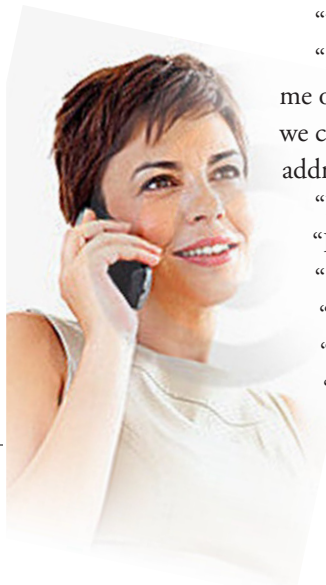
Chances are, the homeowner hasn't heard this level of caring detail from your competitors. So when you present your estimate, she'll understand how much more she's getting for her money.

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?





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?

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 '*somethings*' 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.

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.



SURFACE SEALANT

PLEX-MASTER

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

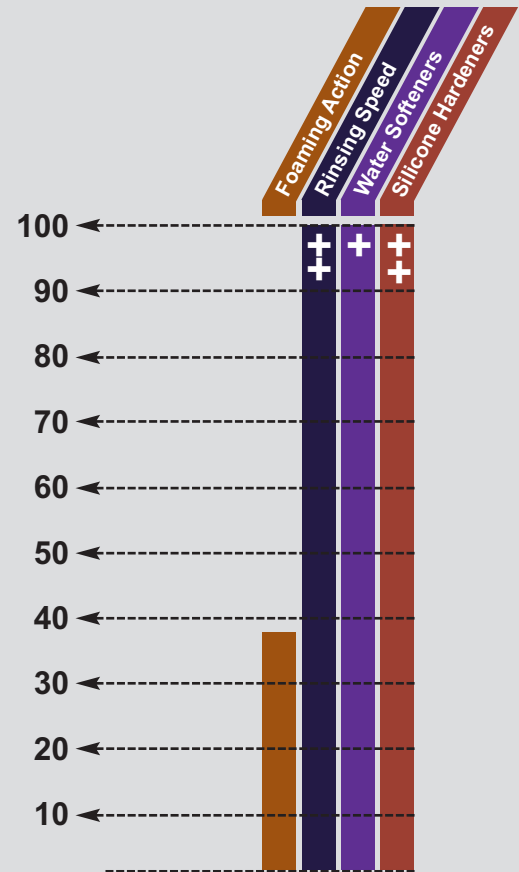
Contains Silicone Hardeners

Available Sizes

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-gallon container makes 55-gallons Part #PLE5

To determine which product is best suited for your operation see the inside front cover for the explanation of this chart.



Mildew Retardant & Surface Protector with Gloss Enhancers

Specifically formulated for the Exterior House Washing Industry

Plex-Master is a blend of silicone, silicone hardeners and polymers that will rejuvenate dull and damaged vinyl, aluminum and painted metal and wood surfaces.

Plex-Master contains a unique blend of additives that will not only kill the mildew 'root bed' but keep the surface 'mildew free' for up to 1-year from application.

The Plex-Master process provides a distinctive edge that will separate the Professional Mobile Washer from the "Splash N' Dash" house washer. For just pennies per job the professional contractor can provide the homeowner with a 'cleaner clean' and a 'brighter shine' and keep it looking that way for 1-year from the date of service

Plex-Master is the closer! With the addition of this service in your sales presentation you will be washing houses for \$400.00 and up even if your competitor quoted the job 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.

Live in your world. Power Wash in Ours.

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

HOUSE WASH

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.

Available Sizes

55 to 110 Gallon Drum Pak Part #LIM55

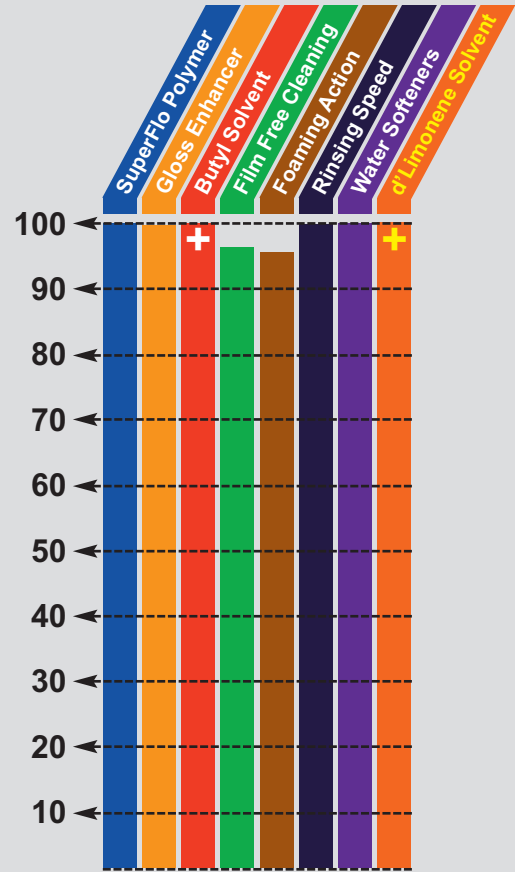
Contains a heavy concentration of butyl solvents, 'buffered' heavy duty builders, surfactants, 'quick rinse' agents and silicone based gloss enhancers.

Also available in a:

30 to 60 Gallon Drum Pak Part #LIM30

5 to 10 Gallon Drum Pak Part #LIM5

To determine which product is best suited for your operation see the inside front cover for the explanation of this chart.



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 jobsite 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

Live in your world. Power Wash in Ours.

Protecting the earth begins when EnviroSpec products hit the surface.

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.



HOUSE WASH

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.

Available Sizes

55 to 110 Gallon Drum Pak Part #EMUP55

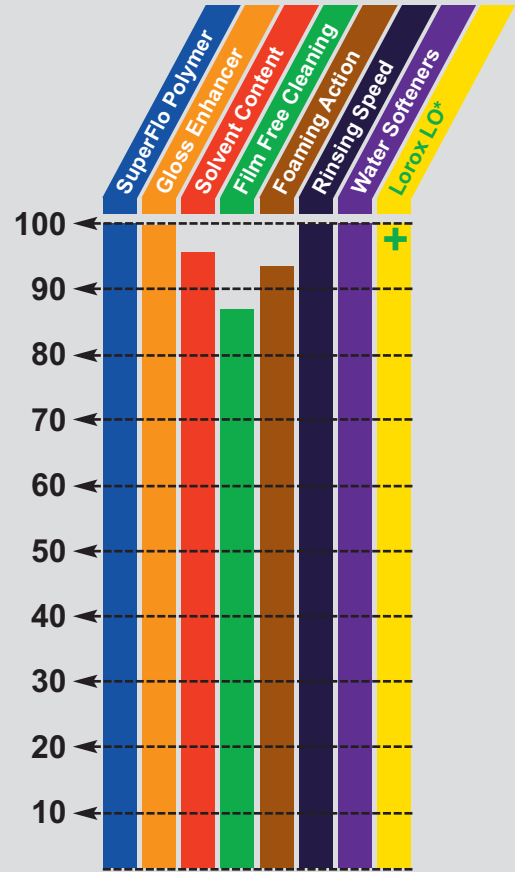
Contains a heavy concentration of 'bleach' friendly surfactants and solvents, 'buffered' heavy duty builders, 'quick rinse' agents and silicone based gloss enhancers.

Also available in a:

30 to 60 Gallon Drum Pak Part #EMUP30

5 to 10 Gallon Drum Pak Part #EMUP5

To determine which product is best suited for your operation see the inside front cover for the explanation of this chart.



*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. Some of our customers prefer 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

Live in your world. Power Wash in Ours.

Yes, professionals are expensive but not near as expensive as an amateur.

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

THE MAGIC STARTS HERE!

PRODIGY

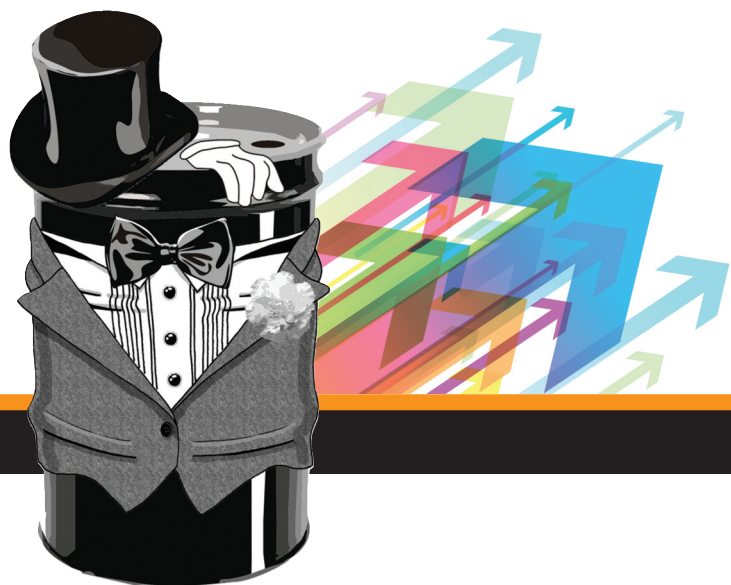
is the...

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

BOND BREAKER

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

Bond Breaker effectively removes 97% of the dirt without ever having to touch the vehicle. We've been cutting cleaning time for contractors.

We have the best Chemical Sales Staff. Call today for a list of our customers! Call today for a list of living using **Bond Breaker**.

S
LEX
 enhancers

Call and Listen



to what our customers have to say!



**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.

Surfactants

IG

ER



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

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

Staff in the industry. Who are they?
 list of professionals who make a

**Detergents built exclusively for
 MOBILE WASHERS
 by ex-MOBILE WASHERS**

EnviroSpec

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Homerville, GA 31634

800-346-4876

WASHING THE BIG RIGS

by: J. Allison

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

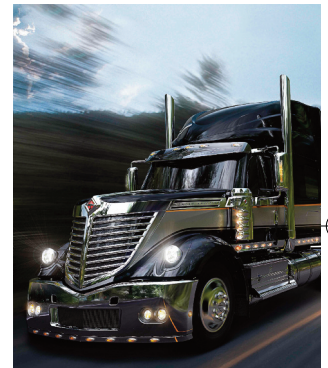
product is formulated to work best in certain conditions on certain vehicle types. Some products overlap and they should be tried to determine which is best for your individual needs. Again, as with the other chemicals, refer to the catalog for the most specific information on each product. Any of these truck wash chemicals can also be used in a 'two step' cleaning process or on their own.

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 *(continue at www.envirospec.com)...*

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