

Envirospec's New School Keeps Contractors in Business

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"The REALITY is that if you have to RELY ON A DISTRIBUTOR to keep your equipment running, you're OUT OF BUSINESS.

You just don't know it yet."
– John Allison, Founder of Envirospec

John Allison has said this for years, and the words ring as true today as when he started Envirospec over 25 years ago.

It's a principle that Allison learned while "in the trenches," starting one of the nation's earliest contract cleaning businesses back in 1972. "That was before there were 800-numbers to call or Internet sites to look up if I had questions. If my machine broke down in the middle of the job, I knew I had to figure out how to fix it or I wouldn't be able to make my house payment."

Top: Inside the Envirospec Warehouse, a virtual "candy store" for contractors!

Above Right: John Allison testing one of several new products Envirospec is bringing to market in 2012.

So John learned to fix his equipment when it broke down in the middle of a job. He figured out tips and tricks to help him clean faster and more efficiently. He developed gizmos and gadgets that improved his bottom line. And he created chemicals that worked better and less expensively than what was available in the marketplace.

"The chemicals we manufacture today were created by me in the field many years ago. I decided if I was going to stay in this business, I could not afford to buy \$500 drums of soap that didn't work from a guy wearing a Hart, Shafner & Marx suit who's never washed anything in his life." Today, Envirospec's chemicals "go up against the biggest companies in the world and walk away with the deal every time. It's because the products were built in the trenches where