

it really counts – and they work.”

By 1985, Allison’s contract cleaning company had grown too big, covering six New England states plus New York, with 22 trucks and 35 crews. It was time to sell and change directions. “I knew how to build machines and I knew how to make chemicals that worked,” he explained. So he decided to take his chemicals and machines to market. “Then I figured, ‘Well, if I’m going to do that, I might as well sell parts too.’”

And that’s how Envirospec began.

### Keeping Contractors in Business

**P**ressure washing is easy to get into. With no real requirements and low startup costs, every Spring new companies pop up in almost every community. But as soon as their equipment breaks down, they cannot afford to have it repaired or replaced, and they are out of the industry.

“That’s because there’s no one like us who has

“85% of all contract cleaning companies are  
**OUT OF BUSINESS**  
within two years.”

- John Allison

said ‘come on down and let me show you how to stay in business.’” At least not until now.

To help contractors become and stay successful, Envirospec has begun hosting a monthly hands-on Systems Certification School and Symposium, teaching how to troubleshoot and repair pumps, chemical injectors, unloaders and burners, as well as properly maintain engines. Participants also practice putting together a pressure washing system from the ground up.

“Most of the problems that are generated by contractors come from using their equipment. So if it breaks on the job at 10 at night, you’ve got a problem. You know you’re not going to be able to make the

“The **MOST EXPENSIVE**  
way to go into this industry is to  
**BUY CHEAP.**” - John Allison

**J**ohn Allison believes it pays to invest in quality. That is why Envirospec builds the industry’s finest equipment, manufactures exceptional chemicals that were developed in the trenches rather than in a lab, and provides the industry’s most comprehensive technical schools. “We have also introduced more time-saving and performance-driven innovations to the industry in the last 12 months than all other companies combined have produced in the last 10 years.”

However, he also believes contractors should not have to pay ridiculous prices for quality products.

That’s why Allison knows he is probably his vendors’ “least liked person” because he fights them “tooth and nail” when it comes to getting the best price.

“I don’t want to make a lot of money,” he stressed, “but I do want the people who buy from us to get a bargain.”

Before founding Envirospec in 1985, the only dealers out there sold everything at retail prices.

“I was one of those people who worked hard then struggled when my pump went down and I had to pay full price to replace it. That was my profit. That was my car payment.”

When Allison started Envirospec in 1985, he decided to do things differently. He would target customers nationwide so he could sell at low cost, high volume. He would keep his staff small but efficient, move product quickly and not hang on to dead inventory. As a result, Envirospec is able to offer the highest quality products available on the market at low costs.

When it comes to working with vendors, he stressed that he will always walk away with the best price. “It doesn’t increase our bottom line, but it’s going to ensure that the guy who is out there working seven days a week to feed his family is getting a deal,” he added. “If there were not people like us, there would be a lot of people making twice as much profit off of a pump.”

Though this has often been an unpopular approach with his vendors and competitors, it has definitely benefited the contract cleaner. It has also helped pave the way for other well-known distributors who have followed Allison’s lead.

“Everybody has been able to build a business because we went to the vendors and scratched tooth and nail,” he concludes.