

"This was, without a doubt, the
MOST INFORMATIVE
hands-on event yet for me!"

- David Styles, High Tide
Exterior Cleaning Solutions, Inc.,
St. Augustine, Florida

house payment tomorrow unless you can get this contract done tonight," explained Allison. "But, if you can sit down, try to figure out why it broke and how to patch it back together, you're light years ahead of your competition."

A School for Newcomers and Veterans Alike

In December, I was invited to join with 25 contractors from across the country to participate in Envirospec's pilot symposium. In addition to the hands-on repair classes, participants got the opportunity to test all types of equipment, enjoy fantastic barbeque, network with other contractors and have Allison's honest feedback on a multitude of questions.

David Styles of High Tide Exterior Cleaning Solutions, Inc., in St. Augustine, Florida, has been in the pressure washing business for several years, but came from a banking background. "So I really knew nothing about maintaining my machine," he explained. In fact, any time his equipment broke down, he had to drive it to Jacksonville – located 40 miles away. "It costs me \$45 in fuel just to take it in, then the equipment still isn't right after I get it 'fixed.'"

Prior to the symposium, Styles rated his comfort level for working on equipment at a "2" (out of 10). By the time he left the following afternoon, he rated his comfort level at an "8," and added that he would be willing to attend the class again.

"John could **ANSWER**
THE QUESTIONS
I haven't been able
to get answered locally."

- Carl Lamb, Cracks & Crevices
Pressure Washing, Jacksonville, Fla.



For those individuals – like Styles – who were unfamiliar with working on their equipment or who were new to the industry, the course's benefits were obvious. But even industry veterans such as Dana McGowan – who has owned Top Gun Power Washing Innovations in Savannah, Georgia, for over 25 years and who has even built his own equipment – said the class was well worth attending, giving it a "10" out of 10. "Even though I already knew quite a lot about working on equipment, I feel way more comfortable taking my pump apart now," he added.

Pumps, Unloaders, Chemical Injectors & Burners

“We're going to talk to them using language they can understand and that they can relate to every day,"

Allison told me prior to the class. And he was right.

Day One began with Allison and his Technical Services Manager, Ernest Beecher, leading the group in a hands-on demonstration of how to take apart and rebuild a pump. "Contractors are often afraid of the pump. But the thing is, if it is broken, you're not going to break it any more by taking it apart and