



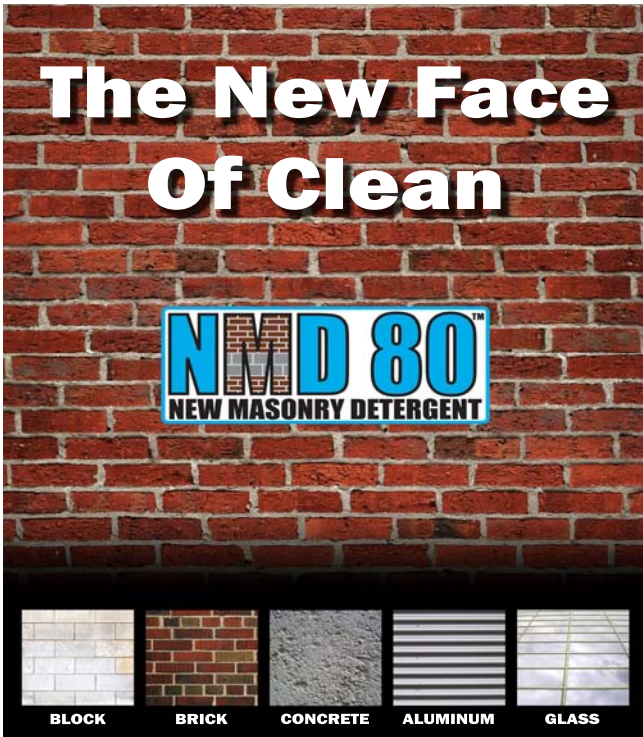
THE COMPLETE CURE!

MONTHLY NEWSLETTER FROM EACO CHEM, INC.

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The "New Face of Clean" refers to the change in the industry for new construction cleaning. For many, many years our competitors were so far ahead of us when it came to new construction cleaning that we were the unknown in the industry.

What a difference a year makes! As it stands now we are no longer the unknown in the industry, but we are being relied on as the industry leader. Instead of, "we never heard of you"; we get, "can we carry your products?" Many of the manufacturers around the country have begun specifying or recommending NMD 80 as the proprietary cleaner for their brick or block.

The reason is simple - it truly works! While some of our competitors have limitations with their cleaners, depending on the surfaces, NMD 80 does not. NMD 80 is still the first choice for multi-surface cleaning in the industry. With its easy application process and no brushing, contractors are preferring NMD 80 as well.

NMD 80 is so versatile that it can be used on practically every surface involved in new construction, from brick to block to limestone to windows. There is no need to worry about masking surfaces or damaging other substrates.

The smart choice, NMD 80 will let you know when you are done when it no longer foams upon application. No other cleaner lets you know it is time to rinse.

Your Story Goes Here!

If you have a story of success, we'd like to hear about it. Simply e-mail us the project details: project name, location, type (new construction, restoration, paint stripping), products used and methods. Include before and after pictures of your work.

If we're able to use your story in a future article, we'll give you product free of charge with your next order. It's just that simple!



HYDRAULIC FLUID - NOT IMPOSSIBLE TO REMOVE

One of the most difficult oils to remove is hydraulic fluid. For years, there have been many attempts to find the right combination of chemicals to remove the oil and the stains that are left behind.

Thanks to Art Green from Specialized Cleaning in Buena Park, CA, we now know how to accomplish both with just one product - Acrylistrip!

When the contractor's equipment blew a hose and leaked hydraulic fluid all over the driveway of a high end home, they thought they would have to replace the concrete. Instead, they did the right thing and called Art, who saved them a lot of time and money.

Art has tested Acrylistrip in the past on a smaller scale with excellent results, but this would be the true test of his system. After soaking as much of the fluid as possible and pre-wetting the surrounding area, Art and his crew applied one application of Acrylistrip to the stained area.

After Acrylistrip did its thing, Art and his crew pressure washed using hot water. As you can see in the after picture to the right, there is no remnant of the hydraulic fluid left to be seen.

For his final step, Art applied one application of NMD 80 diluted 4 to 1 to the entire surface to even everything out. By calling in Art and his crew, the contractor was able to save thousands by cleaning and not replacing! Way to go Art.



Property Owners are Your New Best Friend!

Have you gone to see your local property owners lately? If not, you should ask yourself why! They are a constant source of business for years and years to come. There will always be a need for cleaning of various things, and the work you do there could lead to a better portfolio to show new perspective customers.

Over the years, I have talked to many cleaning contractors that have based their entire business on working with property owners. Find the right one with the right number of properties, and you'll be set for the year. Of course, using the right chemicals from EaCo Chem will be the key to your success!

So if you have not gone out to see property owners yet, you could be missing out on increasing your bottom line.