

Good Day,

Did you know that the typical restaurant, diner, school/college/university cafeteria, etc. spends about \$150 to \$200 per month getting their grease traps pumped? Did you also know that most would gladly spend the same amount on an effective Grease Trap Maintainer in order to save the pump outs and to reduce the mal-odors?

Those facts translate into a real opportunity for you with Enviro-Solutions and ES 210 Bio-Enzymatic Grease Trap Cleaner and Maintainer. If you can get 20 of these prospects in your area doing each \$150 per month extra with you that means incremental annual sales of \$36,000, at high margin. Forty would mean an incremental \$72,000!

Selling ES 210 should be relatively easy. Be sure to also sell them a Knight of Viking (Knight Pro Watch or Knight or Viking Pail Stick Drip) Dispenser as they will ensure product is dispensed properly, daily, on an on-going basis. For more information on ES 210 or the Knight or Viking Dispensers, contact Tom McArthur at 705-772-1004 or Steven Perigord at 705-302-7583, or by their email addresses.

If the facility wants to better control mal-odors, be sure to also promote the following Bio-Enzymatic, Green Certified products:

- ES 680 Floor Cleaner to clean the floors in the kitchen/food prep areas and then be sure to teach them to dump the solutions down the floor drains in these areas
- ES 650 for floors and surfaces above the floor (such as counters, hoods, vents, etc.) and like above be sure to teach them to dump the solutions down the floor drains in these areas
- ES 920 Washroom Cleaner, ES 100 Washroom Odor Eliminator (these work best as a tandem team), ES 230 Urinal Blocks (w/ and w/o screens). Also be sure to have them dump the 920 solution into the floor drains, urinals or toilets in the bathrooms
- ES 110 for their garbage areas (again ... sell them this product with a Knight or Viking pail stick pump dispenser)
- ES 200 for the bar drains as well as the floor drains
- ES 220 for their septic tanks and lines (as applicable)

For more information on these odor control/management solutions, be sure to review the respective Product Info Sheets and Videos on our Web Site in the MSDS/Product Info tab, Bio-Enzymatic Cleaners section; as well as the appropriate modules and courses in our E-Learning Program.

Regards,

Mike Sawchuk