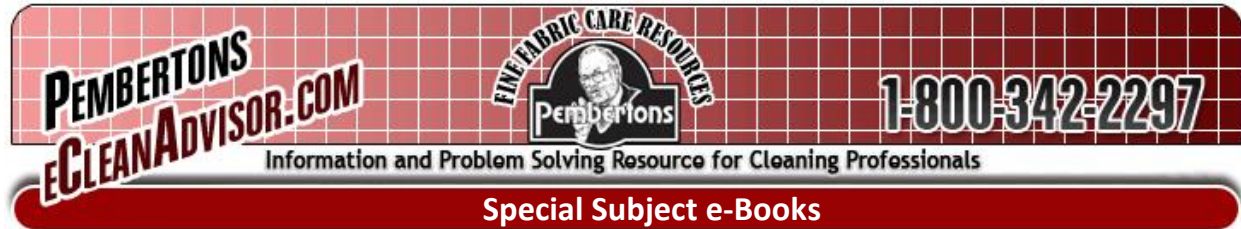


Special Subject e-Books

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"S.A.F.E."

Simple, Affordable, Fast & Effective **Urine Odor Control Services**

Sensible Problem Solvers

Recommended by:

Jim Pemberton, Pembertons Inc.

How To Effectively Provide A Sensible

"Live With A Pet In The House"

Deodorizing Service

Brought To You Courtesy Of:



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Edited and Revised 2011

by Lee & Jim Pemberton

Published and Distributed By

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5825 Smithfield Street McKeesport, PA 15135

Preface

We originally compiled a comprehensive manual regarding selling and producing effective deodorizing services in 1986, titled:

"Making Dollars From Scents".

At that time I had already been working in the cleaning industry for over 20 years, and had been busy building a distribution business designed to provide training and information in addition to supplying equipment and cleaning agents to cleaning contractors.

Most of today's owners and technicians have no idea how very different things are today!

In the decades preceding 1986 carpet manufacturers had been producing "disposable" carpeting with no concerns about cleaning or maintaining them. It was the mid 1980's when the leading carpet manufacturers finally recognized the consumer resistance to the poor quality carpet being sold.

Stain resistant carpets, extended warranties, light colors, synthetic backings - all started in the mid eighties.

However, professional cleaners were faced with incredible challenges in the market place. Getting carpets satisfactorily cleaned was difficult, and problems like urine stains and odors were overwhelming to most.

Yet here was an incredible market just begging for help and thousands of cleaning professionals with no clue as to what to do or how to do it.

That set the scene for our original guide in 1986.

"MAKING DOLLARS from SCENTS"

FAST FORWARD 25 years . . .

- Population increased by 77+ million
- Today, carpet is losing market share, but is also high quality.
- Society has become incredibly health & allergy conscious.
- Home ownership & growth has exploded.

Todays Carpet Cleaning Industry is changing & maturing

21st Century Chemistry - High Quality Equipment - Innovative Accessories

Americans At All Income Levels Lavish Care On Their Pets

Crime and fear has exploded ownership of dogs, especially large ones. Pet health care, pet mega stores are everywhere; pets, pets & more pets! Pets have today become an extremely important part of our society.

Since the beginning of recorded history, man has demonstrated his desire for the companionship of some animal, most frequently, but not always, a dog. It is said that "Pets upgrade the quality of life, bring us closer to nature and provide companionship".

Humans benefit psychologically or physiologically from having a pet. For many people, children especially, keeping a pet can improve one's self-esteem.

However, just as in 1986, the market for pet odor de-contamination services remains poorly handled because of confusion by carpet cleaning professionals regarding the services wanted by the marketplace.

Most of the reasons contributing to the confusion regarding pet odor de-contamination among carpet cleaning professionals begin with negative attitudes coupled with poor communication.

- ***Insensitive attitudes by carpet cleaning technicians towards offending pets alienate pet owners are key!***

(Many carpet cleaning technicians simply feel no need to accommodate wants & concerns of the pet owner).

Lack of understanding of the pet, the consumer, as well as the contamination problem by a large number of carpet cleaners has left a giant opportunity for the caring cleaners!

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“S.A.F.E.”
Safe, Affordable, Fast & Effective
Urine Decontamination
& Odor Control Procedure Summary
for new and entry level technicians
as well as existing cleaning professionals.

Getting started...



The material in this condensed focus guide is designed for new and entry level technicians, as well as a refreshing new approach for existing cleaning professionals.

The purpose is to provide basic, updated & cutting edge 21st century information with easy-to-follow suggestions for treating urine contamination and odors in residential structures. The focus of this guide is strictly for light to moderate **Odor & Urine Decontamination**.

The procedures in this guide feature the use of cutting edge odor control technology that has been extensively field tested. This technology has resulted in an extraordinarily effective and dependable odor counteractant as well as being "pet friendly". The product is **"Hydrocide Extreme"**.

With literally hundreds of odor remedies available to both home owners and professional cleaners, even the most educated and experienced technicians can become confused (and even jaded) when asked to select the best product or products and procedures for a given job.

By including updated, cutting edge guidance as to how 21st Century technology products work and their proper use in various situations, this guide contains highly effective, but labor & cost efficient solutions in both an easy to use as well as an easy to understand format.

The focus of this mini guidebook is to help you, the carpet cleaning technician, to correctly treat customer's carpets & rugs for pet and related organic odors as a part of your daily carpet cleaning activities.

Most of today's customers want "**Safe, Affordable, Fast & Effective**" treatment for pet odors that have been caused by occasional mishaps or the effect of illness or age from their pet (or pets).

Most are "accidental" or caused by occasional neglect, perhaps young untrained pets, and a few "pet tantrums".

These are the basic types of odor problems that are addressed by the contents of this guidebook. Most of these do not require "Restorative Methods", and subsurface treatment is usually only needed in localized areas as designated by the UV light.

Carpet that has been subjected to abuse by several animals and/or an ongoing neglectful owner will require "Restorative Methods" that encompass, in addition to cleaning, the replacement of carpet or cushion, sealing of flooring and walls, and often much more.

Such restoration processes are not intended to be within the scope of this mini-guidebook, and frankly the "Restorative Market" is not the niche market you should be looking for.



Developing Your Knowledge Base

Is all about pulling together all of the collective knowledge that you as well as every resource that you have has about all specific areas of your business, including dealing with odors.

Your knowledge base gives you the ability to collect, organize and retrieve usable information. It also allows you to retrieve specific knowledge and use it. For those in the carpet cleaning business, one of the best uses of a knowledgebase is for troubleshooting.

This mini-guide and its resource list can now become a part of your knowledge base also.

You, the "cleaning professional", need to develop a view of the professional services you deliver as ***much more than just a cleaning service*** – *you also provide professional decontamination services!*

Satisfactory results require that today's educated and demanding consumer see you as the "Authority" before the decontamination service starts. This recognition comes as a result of your ongoing educational process.

If Mr. or Mrs. Home-owner understands and appreciates the true picture of the problem they will be more understanding and receptive to the solutions you recommend.

Your "**S.A.F.E.**" **Urine Decontamination Service** is certainly far more than simply spraying some "magic formula" on the contaminated area as cable media advertising leads them to believe can occur!

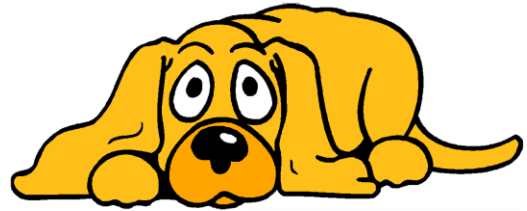
(Yes, thanks to such powerful media advertising, many pet owners really think their problems can be solved just that easily).

Just watch a "Freshen Your Home" commercial to observe the training the media gives your customer day after day!

Just What Is Urine Contamination?

First, it might help to get a mental picture of how much urine may be in the consumer's carpet.

A small dog or cat weighing five pounds or less will produce about 2 ounces of urine each time they urinate. If the animal urinates only twice a day, that alone amounts to well over 11 gallons per year.



If the animal concentrates that into a small area or even several small areas, (which many of them do), then the problem can be quite extensive.

Now think about the case where the animal is a large dog who considers the living room carpet to be his own special backyard. ***(The contamination gets even worse when there are multiple animals in the home).***

Far too often the home-owner believes that the pet urinating on the carpet is a rare event, or an "accident." You might nicely assure them, "could be, or might even be instinct". But assure them the act was obviously not one of anger or desire to damage.

The animal probably acted instinctively. And while the purpose was still more than simply relieving themselves, it was entirely an instinctive one.

For example, male animals, especially cats are very territorial. They will mark with spray or urine the perimeter or boundary of their territory, wherever they are allowed to roam. (Humans put up fences)

When there are multiple animals present (inside or in the neighborhood) the instinct to mark their territory becomes even stronger.

The make-up of urine

Urine leaves the body (either animal or human) as an acid with a pH that is typically between 5 and 6. **Until urine has left the animal, it is sterile**, containing no harmful bacteria, pathogens or microorganisms unless the animal has a urinary or bladder infection.

The principle ingredient in urine (from mammals) is uric acid. Urine also contains urochrome (yellow pigment), cholesterol (lipids), urea and other ingredients. The exact make-up of urine will vary depending on the animal's diet, health and other factors.

The urine begins to change immediately upon leaving the body.

The urine comes in contact with bacteria in the end of the urethra and on the animal's skin along with microorganisms in the carpet and elsewhere.

The warm acid conditions offer a perfect breeding ground for bacteria which begin to flourish. Uric acid begins to be broken down into ammonia and carbon dioxide. The ammonia is also highly alkaline (pH 11+).

(A strong, concentrated alkaline condition can damage dyes and create a permanent color loss. Be aware that what appears to be a urine stain may actually be color loss that can not be corrected by cleaning).

Some of your customers have received suggestions of a variety of household products to flush the urine from the carpet. **Gently suggest to the consumer to proceed with CAUTION!**

Many household products are ineffective at best or can even make subsequent professional treatment more difficult. A recommended approach would be for the home-owner to blot up all urine possible with paper towels or absorbent rags, without forcing the urine deeper into the carpet. Then she can use Home Pro Pet Spotter she hopefully has received from you.

You, as the professional cleaner, should always make this product available to your clients with pets! Home Pro Pet Spotter is the center-piece of a very friendly leave behind marketing program.

(For details check out www.customerkeeper.com)

As the acidic urine reacts with the ammonia that is being created it forms alkaline salt crystals. In all but the driest climates, these hygroscopic salts draw moisture from the air and remain slightly moist and chemically active.

It will produce ammonia gas as long as it is active. When dried urine is remoistened (such as by cleaning) it gives off even more ammonia gas.

The odor of ammonia gas is one part of the odor that helps us to identify and locate urine. The other component of urine's odor is off-gassing from bacteria that grow abundantly in warm, dark places with a never-ending food supply. The pet's urine deposit feeds the bacteria daily!

The complex composition of urine and the many chemicals formed as the urine is decomposed by bacteria present a challenging situation. With time, some of these complex organic compounds will actually become a permanent part of the fiber.

Even if the bacteria are killed, the ammonia and other chemicals still produce an odor. This is the reason that more than a sanitizing agent is necessary to neutralize the odors from urine.

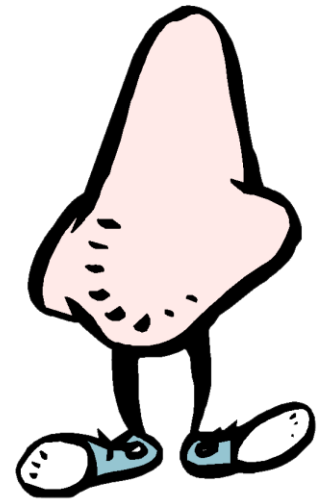
The Basic Principles Of Odor Removal

1. Tools To Locate The Odor Source

You must find the source of the odor.

If you don't successfully locate ALL of the odor sources your result will be less than satisfactory. Because this step is so important, let's examine it in some detail.

Locating the source of urine is accomplished by using **moisture detectors and ultraviolet (UV) lights** with an assist from our nose and eyes as a reinforcement. Be aware of the variables and lack of dependability in human eyes & noses!



A. Nose. We (as a non-resident) may enter a home or a room and immediately recognize the presence of odors associated with urine, ***but don't count on it!***

Determining the precise location of the source is even more difficult. In part this is because air currents diffuse the odor, and ***in part because of the variance in smell capability between humans.***

Closing any open windows, turning off ceiling fans, as well as heating or air conditioning and other sources of air movement may make it easier to locate the source

B. Moisture Detector. Use of a probe designed to locate moisture to examine all the carpet in question is a positive step. ***The probe is often more reliable than a technicians nose!***



Why Does This Probe Work?

As the urine dries, a chemical reaction occurs that creates an alkaline salt.

Alkaline salts are "hygroscopic", meaning that is they absorb moisture from the air. In all but the driest conditions the salt residue from the urine will hold enough moisture to activate a moisture probe.

C. Ultraviolet Light.

Urine residue will fluoresce or glow under UV light. UV light is actually a range that includes many wavelengths.

The most effective UV for locating urine deposits is the long wave UV around 385 nanometers.



Ultraviolet lights in several intensities are available to help you locate urine deposits.

All UV lights work best in a darkened room but this is not as critical when using a more powerful UV light. When necessary, black plastic sheeting can be used to cover windows.

Goggles are available that help intensify the glow from fluorescent areas. These should be used for effectiveness and to protect the human eye.

Urine is not the only thing that will glow under a black light.

You will recognize urine by the shape of the spot and by its characteristic yellow (from dogs) or greenish (from cats) glow.

However, a bluish glow may indicate urine stains where cleaning has been attempted with a product that contained an optical brightener.

A. Eyes. (or Visual Inspection)

Visual Inspection Notes: Urine stains may appear yellow, but do not let that mislead you.



Urine stains may also appear to be brown based on the age of the urine and the soil attracting characteristics of the residue.

Urine may be easier to see on lighter carpet, though olefin fibers shed moisture and resist water based stains to the extent that the spot still may not even be apparent.

Suspect areas may be moistened with water by applying a towel dampened in hot water, then bringing the towel to your nose.

Yellow stains on white or light carpet may be urine, and may be treated with varying degrees of success with **Urine Stain Remover with Hydrocide.**

Yellow stains on darker carpet may be the result of color loss, and will not respond to any stain removal treatment.

Use all your available tools – eyes, nose, moisture detector and UV light, as well as questions directed to the home occupants; - to be sure you have located all urine deposits.

Caution: Do not allow yourself to be lulled into depending upon only your eyes and nose. The eyes and nose are the least dependable of your available tools!

A good moisture indicator (with a well charged battery), along with a good UV light (also with a well charged battery), and your careful questions make up a reliable inspection kit.

Be sure to designate the area of all located odor sources. You might use furniture blocks or tabs, pennies or some other markers. A diagram on graph paper will help you locate the problem areas if the treatment is being done at a later time.

The graphed diagram is also helpful to use when explaining to your customer what services are needed, as well as helpful for rechecking after the service has been completed.

Odor Removal Treatments

After a careful and thorough pre-inspection coupled with your written customer pre-understanding; 21st Century chemistry provides you with the vital weapons required in the effective treatment of urine odors.

First review the unique features of **(1) Hydrocide Xtreme,** and **(2) Urine Stain Remover with Hydrocide.**

These two products will be your keys to success when coupled with your correct inspection, pre-understanding and application usage.

Hydrocide Xtreme and Urine Stain Remover With Hydrocide, is 21st Century chemistry that has been proven to be extremely effective in the field while being used on thousands of odor problems.

(1) Hydrocide Xtreme™

A Bonding and Encapsulating Deodorizer / Severe Odor Counteractant with a Light Fresh Fragrance.

Hydrocide Xtreme™ chemically neutralizes odors by binding, bonding, encapsulating, and absorbing odors associated with humans, animals, food, chemical processes and smoke.

Hydrocide Xtreme contains a fresh "green" fragrance which leaves the treated environment deodorized with a refreshing smell instead of a strong pungent odor. This is an odor neutralizer that binds to and absorbs odors no matter what the source.



Hydrocide Xtreme effectively eliminates odors from pet urine and feces, vomit, skunk musk, pet or human body odors, as well as decaying protein and organic matter.

It can be used to effectively treat odors on any water safe surface including carpet, draperies, upholstery, pet beds, mattresses, and more. It does a fabulous job of treating general odors in carpeting to help freshen up a total room.

Hydrocide Xtreme can be applied before cleaning, after cleaning, in your rinse solution, and can even be added to your pre-spray to provide both immediate deodorization and make your cleaning job more pleasant.

This amazing chemical does everything it promises but without the old 20th Century pungent chemical odor and without any re-soiling residue!

Instead it uses a fresh, light, "green" fragrance that your customers will love! As a bonus, Hydrocide Xtreme contains a polymer in the formula that helps to prevent rapid re-soiling of the treated area.

Use from 1 - 16 ounces per gallon depending on the application or the severity of the contamination.

(2) Urine Stain Remover With Hydrocide

Urine Stain Remover now contains the odor encapsulating and bonding power of Bridgepoint Hydrocide!

As **Urine Stain Remover** neutralizes and eliminates the yellow stains, the **Hydrocide** also neutralizes and eliminates the odor. Standard pet odor decontamination procedures often will fail to remove the yellow staining that accompanies many pet urine deposits. This usually becomes evident after the odor decontamination procedures are completed.



When that occurs, reach for **Urine Stain Remover with Hydrocide**. Simply spray the stain full strength, lightly groom it in and allow it to dry. The stain will gradually disappear or will diminish to an acceptable appearance to the consumer.

Urine Stain Remover with Hydrocide is a product that will deliver truly amazing results and requires no neutralizing or rinse step. Urine Stain Remover goes on at an acidic pH of 5.4 but self-neutralizes to a neutral pH of 7 as it dries.

- For minor spots and pet odor, cleaning and application of this new formula is all that is needed.

Treatment Options Based on Severity

Light odor in some areas - source difficult to determine

Don't just check the floor; pets (especially cats) are inventive! Look over bookshelves, furniture, and cloth decorations, inside vents, any object that looks like it has "holes" to a pet's mind such as inside portable heaters, clothing that has been left on the floor, small areas a pet could squeeze into, etc.

When animal odors are present in carpet or upholstery but there is minimal visual urine contamination – add **Hydrocide Xtreme** at the rate of 2 to 8 ounces per gallon to your prespray. Proceed to clean as usual. Hydrocide will absorb odors on contact as you work.

Odors deeper in the tufts will be reached as you groom your prespray into the carpet or fabric. You'll enjoy a more pleasant working environment and your customer will love the refreshing smell of clean.

Light Odor – Slight spotting in few areas

Apply **Hydrocide Xtreme**, diluted 16:1 with water (8 ounces per gallon), apply liberally to mildly spotted areas as well as other locations where you have detected urine odor. ***Allow as much dwell time as practical. Hydrocide Xtreme can be working while you set-up equipment, vacuum, move furniture or clean other areas.***

Extract thoroughly using your **Sub-Surface Spot Lifting Tool** ***in any pre-saturated areas.*** Proceed with your standard cleaning process using **Hydrocide Xtreme** in your prespray as described previously.

After cleaning has been completed, check for any remaining evidence of staining.

When that occurs, use Urine **Stain Remover with Hydrocide full strength. Spray the stain with Urine Stain Remover, lightly groom it in and allow it to dry. The stain will gradually disappear or will diminish to an acceptable appearance to your customer.**

Moderate Odor – Visible Spotting

As the extent of contamination increases, so does the importance of your pre-inspection and customer pre-understanding.

Saturate the contaminated areas with Hydrocide Xtreme, diluted 16:1 with water (8 ounces per gallon) Hydrocide Xtreme must come in contact with all the source of the odor. ***If the urine has reached, the backing, the cushion and the subfloor then the Hydrocide Xtreme must also reach the same areas.***

Be aware that the size of the stain on the surface will be significantly smaller than the area to which the urine has spread. As the urine reaches the carpet cushion, it spreads horizontally before soaking through to the floor.

On reaching the subfloor, the urine again spreads laterally in addition to soaking into the flooring. What appears to be a 6" stain on the surface may have expanded to several square feet by the time it has penetrated the floor. ***Don't skimp on the application of the Hydrocide Xtreme solution. The solution must reach every area that the urine has spread into.***

Use the FlashSpotter Sub-Surface Spot Lifter tool to thoroughly extract moisture from the areas you have treated heavily with Hydrocide Xtreme.

At this point, if the rest of the carpet is also being cleaned at this time, proceed with your cleaning. Be sure to groom your pretreatment/pre-spray mixture deeply into the face fibers of the carpet.

After completing the rinse, extract and dry steps of your standard carpet cleaning, additional drying assistance is strongly recommended.

(Turn on ceiling fans, activate air conditioning, etc.) The **Studebaker AirPath Dryer** will dry this type of area very apidly and is highly recommended here.

Remember, that despite ads directed to your customer, there is NO miracle product that can be spritzed on the surface of the carpet that will remove urine odor from the carpet, the backing, the pad and the floor.

However, using the procedure described here you can dramatically improve the situation, usually to the customer's complete satisfaction.

If you and the customer decide to limit treatment of the problem to only the surface, you can always improve the situation but almost never should you give assurance of complete satisfactory odor control.

Location

Your choice of treatment will also be influenced by the location of the contamination. When treating a stain near a corner, it is important to thoroughly treat the edges where urine has saturated the tackless strip, as well as the baseboard and quarter round while you saturate the carpet, cushion and the underlayment or flooring.

Tolerance Level of The Customer

Even more important than the degree of contamination at the location is knowing what degree of odor control will satisfy your customer.

In homes where the pets remain after cleaning (*most occupied homes*) complete odor removal and decontamination simply will not be practical.

It is your job to educate your customer and be their trusted advisor in balancing their desire for a pleasant odor free home and a loving pet as an important family member.

On the other hand, 100% odor removal may be the only satisfactory answer for property that is for sale. Total odor removal is obviously the best choice when it can be accomplished quickly and at an affordable cost.

Often that goal is unattainable at a price they are willing to pay. The level of tolerance of your customer must be confirmed before any work is started. ***In all cases, choices must be made as to the extent of work you will do to remove the odor and the cost of the various options.***

Customer Expectations

When pets live in a home there will be pet odors. Mr. & Mrs. Home-owner, who consider the pet to be a member of the family, probably has grown quite accustomed to the odor.

Once you have restored their home to a clean, odor-controlled condition, they may later notice those odors returning. They may decide to blame you because the odors "came back."

If you have correctly followed the steps prescribed, it is not your fault. A happy consumer results when you meet or exceed their expectations. It may be necessary to adjust those expectations, especially because of the beloved pets that remain in the home!

Animals are creatures of habit. They will return to their favorite places. Male animals will mark their territory. This is even more likely when there is another animal in the home. Be sure your clients know what to expect after you leave. Never guarantee 100% odor removal when a pet will still be present!

What you can do is offer solutions that they can implement on an interim basis that are both realistic and affordable. Explain how they can provide an ongoing "treat and extraction" program using a "DIY" saturate & extract process with old towels and a watering can, using HOME PRO Pet Spotter #13024 and Home Pro Odor Eliminator # 13036.

**Summary – includes product item numbers & link:
Special Accessories / Equipment You Will Need...**

1. HydroSensor II – Electronic Moisture Indicator –

Map the migration of water in carpet and pad without straining your back. The HydroSensor II has a collapsible shaft that extends to 31" to save your knees and posture. Sensitive nickel-plated points alert you to moisture content above 17 percent. Use only on carpet and pad.

- * Extends to 31" for use
- * Collapses to 21" for storage
- * Stainless steel construction
- * Nickel-plated, retractable points

Item No. 9AC60 [Price - info - order link](#)

2. UV Detection Light & glasses

Urine Detection Glasses - Amber Lens

These glasses are specifically designed to be used with UV light at the 380-400 nm UV light spectrum. The amber-colored polymer will make it easier to spot fluorescing urine stains and protect your eyes.

Item No. AX171 [Price - info - order link](#)

Phazer Rechargeable UV Light

This powerful UV light allows you to quickly identify urine stains in carpet. Your customers will be amazed at what you find in their carpet, and you'll be amazed at how much urine treatment adds to your bottom line!

Item No. AX171 [Price - info - order link](#)

3. Spray Applicator - TWBS Manual 2-gallon

This 2 gallon sprayer has a high volume easy pump and comes with a brass valve and 18" brass extension as well as a heavy-duty, chemical resistant hose. All TWBS Sprayers come equipped with viton seals, brass fan pattern jets, have a combo pressure gauge/relief valve and have a wide mouth for easy filling without spills.

Item No. AS202 [2-gallon Manual Pump Sprayer](#)

3a. Spray Applicator – Electric All Purpose Multisprayer

- * Comes with 2 jugs
- * 50 PSI pump with viton seals
- * Upholstery wand w/5001 jet

The All-Purpose Sprayer features a 50-psi Flojet pump with viton seals to allow spraying of certain solvent-based and all water based pre-sprays, deodorants, disinfectants, flame retardants, carpet and upholstery protector products.

This sprayer is favored by the pros because it eliminates needless chemical waste. It comes with quick connect so different sizes of tips can be interchanged quickly and easily.

This sprayer is sold with a 8004 tee jet on the wand and a 5001 tee jet on the hand sprayer. Cap jugs at the conclusion of your job and store them until they're needed again so you never waste time or solutions.

Item No. 8AC11000 [Spray Applicator – Electric](#)

4. Grooming Brush - large Grandi Groomer

This versatile tool is great for loosening embedded dirt before you pre-vacuum, agitating pre-spray into traffic lanes as well as for final grooming after applying carpet protectors to insure even coverage. Also, use for final finishing after cleaning to leave a beautiful footprint and tool mark free carpet to really impress your customers.

Item No. AB24 [Grandi Groomer with Handle](#)

4a. Grooming Brush - HandiGroomer

The "HandiGroom" is a great tool to have for those tasks that closer hand attention, as well as agitating during the cleaning process. The HandiGroom removes embedded pet hair, lint and debris from stairs, rugs, durable upholstery as well as auto carpeting and seats.

Item No. AB20 [HandiGroomer](#)

5. Sub-Surface Spot Lifting Tool -

The FlashSpotter is ideal for dealing with pet urine, large liquid spills, soap residues, food spills and more.

It allows for sub-surface extraction from the carpet pad up, which allows you to flush/extract residue out without using large quantities of expensive specialty products to attack subsurface contaminants.

You can reduce or eliminate callbacks because stains that previously mysteriously reappeared are more effectively removed with the FlashSpotter. The FlashSpotter can be used with a truck mount or portable extractor, as well as the spotting mini-extractors.

Item No. AC004 [Sub-Surface Spot Lifting Tool](#)

5. Studebaker AirPath™ Dryer –

The AirPath dries carpets fast with its aggressive patented 360° air stream. It draws warmer, drier air from above, blows it down and across the carpeted surface for the fastest drying and quick turnaround. Dry one room or area while the next one's being cleaned!

- * Uniformly directs air across floor
- * High velocity 40 mph airflow
- * Patented 360° outlet grill design
- * 1HP Motor with 2-speed switch
- * Highly portable with wheel casters
- * Stackable rotomolded housing

Item No.AC611 [AirPath™ Dryer](#)

**Unique 21st Century
Odor/Decontamination Treatments**

Summary – includes product item numbers & link:

Special Chemistry / Products You Will Need ...

1. Hydrocide Xtreme - Item No. CD17GL

Bonding & Encapsulating Deodorizer/Severe Odor Counteractant.

For more information, go back to pages 12 & 13

[To order, go to Hydrocide Xtreme - Item No. CD17GL](#)

2. Urine Stain Remover With Hydrocide – Item No. CS18GL

Yellow staining often accompanies pet urine deposits. Spray the stain full strength and allow it to work - the stain will disappear!

For more information, go back to page 14

To order, go to:

[Urine Stain Remover with Hydrocide Item No. CS18GL](#)