

### SCOTT'S FOUNDER PASSES AWAY



The management and family of SCOTT'S PRESSURE WASH are deeply saddened to report that the company founder, Matthew 'Scotty' Horsley, lost his battle with cancer on July 22, 2007.



"Without a doubt, my Dad was a 'man's man' who loved to fish and camp and presented himself as a tough guy," laments his son, Paul. "But beneath what might have appeared to others as a rough exterior, was a gentle, loving heart. The heart of a generous, helpful and kind man with a great sense of humour. He was always up for a game of pool - which he would usually win because he was quite the pool shark in his younger days. And he was always eager to talk about the business we built together.



An immigrant from Scotland, my dad was the 'Scott' in SCOTT'S PRESSURE WASH and was know as 'Scotty' to most of his business colleagues. He was a legend in the pressure wash industry and an amazing mentor to me. We all miss him very, very much."



'Scotty' is survived by his wife May Nan, sons Paul (Nancy), Jim (Susan) and daughter Dawn (Dean) Mowat, as well as seven grandchildren.



A memorial tribute was held in Calgary on July 25th, 2007. In lieu of flowers, the family asked that donations in memory of 'Scotty' be made directly to **the Canadian Cancer Society, 2nd Floor, 215-12th Avenue N.E., Calgary, Alberta T2G 1A2.** ■



### A NEW SOURCE FOR PRESSURE WASHING PARTS AND SERVICE

Hydra Equipment formed to fill market niche



Frustrated by his inability to find reliable service people to do repairs on his own pressure washing equipment, Paul Horsley, President of SCOTT'S PRESSURE WASH, decided something needed to be done to fix the problem. Ever the innovator and entrepreneur, Paul began investigating ways he could fill that market niche and, in doing so, ensure that he would be able to operate SCOTT'S PRESSURE WASH more efficiently and economically.

Last fall, Horsley approached long-time business colleague Barry Goodhope, with high hopes that he could be enticed out of early retirement to form a new business partnership. The two men have known each other for more than 20 years and each bring a different skill set to the partnership. Horsley is the owner of one of Canada's fastest growing and well-respected pressure wash companies, with locations in Calgary, Edmonton and Regina. While Goodhope is one of very few people who are factory certified repair technicians for Landa, Hotsy and Kärcher pressure washers.

Combined, the two men have almost 50 years of industry experience. After careful consideration, market analysis and number crunching, the two businessmen struck an agreement and Hydra Equipment Ltd. was officially open for business in December 2006.

"Hydra Equipment Ltd. is located in the same building in the Foothills Industrial Park as SCOTT'S PRESSURE WASH," explains Goodhope. "While the initial idea behind the creation of the company was to provide SCOTT'S PRESSURE WASH with reliable and quality repair services, we are also here to provide service to businesses in Calgary and surrounding areas."

Goodhope adds that good news travels fast and since the December launch, Hydra Equipment's client list is growing steadily. They have been called to service everything from small portable power washers to huge built-in car wash systems. Portable or truck-mounted equipment can be brought to Hydra Equipment for repairs and servicing and Goodhope does service calls for large built-in units.

...continued on page 2



Barry Goodhope

## STAFF SPOTLIGHT - HUMPHREY EKWUEME



Humphrey Ekwueme was looking for directions to a nearby warehouse distribution centre that was hiring workers the day he walked up to the truck bays at *SCOTT'S PRESSURE WASH*. That was more than six months ago. He never did find the warehouse - his job search was over when Paul Horsley offered him a job - instead, he landed a job working with a group of people he has grown to love.

Humphrey, who immigrated to Canada from Nigeria, West Africa more than nine years ago, wanted work that would be physically challenging, stress-free and fun. He has found all of that (and more) as part of the *SCOTT'S PRESSURE WASH* team.

Humphrey is now the truck bay foreman, responsible for ensuring the wash bays operate at maximum efficiency and that all the customers are happy.

"I like to keep in shape," laughs Humphrey, "With this job I can do that and I don't have to go to the gym! It's a busy place and it's my job to keep everything clean and well maintained, help wash the trucks and keep the staff motivated. I get great satisfaction when I get a nod of approval from customers that say they are well satisfied with the job we've done for them.

For Humphrey, coming to work every day is about more than simply earning a pay cheque to pay the rent. He's been working steady for the past nine years in an effort to have his wife and four children come from Nigeria to join him in Canada.

Despite the myriad of challenges and obstacles he faces, Humphrey remains remarkably selfless and optimistic. When asked what he most wishes for, he quickly remarked, "I pray that Scotts keeps on growing and that God blesses them to have the strength and foresight to grow to become the biggest company of its kind in the west." ■



## SPOTLIGHT ON SASKATCHEWAN

It's been only a couple of months since *SCOTT'S PRESSURE WASH* set up shop in Regina, Saskatchewan, and business is already booming. "We're getting an excellent response from the business community here," says Regina manager, Les Madin. "In addition to setting up contracts with companies that use Scotts in Calgary and Edmonton, we're securing many new fleet washing customers. More than 80 per cent of our service demos result in signed contracts. Customers are saying that the price is right and the work is first class."

In keeping with a proven formula to 'start small and expand as needed' Scotts' Regina location is currently focusing on fleet washing but plans to offer building cleaning and graffiti removal in the coming months.

**Contact Scotts in Regina call:  
(306) 737-4723**

## EDMONTON INCREASING STAFF

Nathan Schnell, Manager of *SCOTT'S PRESSURE WASH* in Edmonton reports that they recently hired a fifth service technician and put a fourth truck-mounted pressure wash unit on the road. Although they continue to face staffing challenges, just like every other industry in the province, demand for services continues to increase and they are very, very busy. In addition to fleet washing, this location is now offering building, restaurant and warehouse power washing. **Call 780.777.6659.** ■



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## FUN FACTS ABOUT LANDA PRESSURE WASHERS



Larry Linton, a young banker in Portland, Oregon, founded Landa in 1969. Fresh out of business school Linden invested a \$600 tax refund to launch a pressure washer business. When suppliers couldn't keep up with his demand for pressure washers, he started manufacturing them himself.

The brand name was coined when the company's name evolved from "Linton and Associates" to "L-and-A" and ultimately to "Landa."

Within 30 years Landa became North America's largest manufacturer of industrial pressure washers with more than 300 hot- and cold-water models, as well as a broad line of automatic aqueous parts washers and wash-water treatment and recycling systems.

In 2005 the Landa brand was purchased by Kärcher, the world's largest manufacturer of pressure washers with headquarters in Germany.

**For more information visit:  
[www.landa.com](http://www.landa.com)** ■

## A NEW SOURCE FOR PRESSURE WASHING PARTS AND SERVICE *cont'd*

### MORE THAN PARTS AND SERVICE

In addition to providing pressure washing chemicals, parts, service and repairs, Hydra Equipment has also secured the right to be a factory certified sales and service centre for Landa pressure washers. Hydra Equipment carries an extensive selection of parts for Landa, Hotsy and Kärcher pressure washers and sells all sizes and all types of pressure washing systems, with Landa as their primary product line.

"Landa is the premier name in industrial pressure washers in North America," says Horsley, "and we're proud to represent such a well-respected and reliable product line. While they are still relatively new to the Canadian marketplace, we feel confident that this is the main product line we wanted to represent."

Landa's 250 dealers, including Hydra Equipment, are the most seasoned consultants in the industry, devoted to helping their customers match the right pressure washer to their cleaning needs. With over 20 families of products and 100 different types of pressure washers, Goodhope and his staff will work with

customers to combine the right pressure washer with the ideal detergent or accessory to produce the fastest, most effective cleaning solution for each application. All sales are followed by on-site demonstrations and after sales support to ensure the perfect solution.

"Paul and I are really excited about what the future holds for Hydra Equipment," says Goodhope. "I'm thrilled to be back working in this industry and I look forward to re-connecting with all of my old customers."

**For parts, chemicals, servicing or repairs, call Hydra Equipment: (403) 771-7774.** ■



## AWARD PRESENTATION IN WASHINGTON, D.C.

When Paul Horsley accepted the role of President of the Power Washers of North America (PWNA) a couple of years ago he had no idea that the posting would result in a trip to the White House! Paul, along with other members of PWNA, was invited to Washington on July 19th to take part in the

2007 Take Pride in America National Awards Presentations. PWNA was bestowed this prestigious honor – the only one given to a corporation – because of their 'Clean Across America' project that was started in 2000.

'Clean Across America' is an opportunity for PWNA for members to give something back to their communities. Vendors and manufacturers are also invited to donate products and equipment to be used in the various projects that have included everything from having a volunteer workforce pressure wash everything from war monuments to community facilities.

While a 'Clean Across Canada' campaign has yet to be initiated, it is something that *SCOTT'S PRESSURE WASH* would certainly be involved with. ■



## THE GREAT DEBATE: DOES PSI OR GPM MAKE A GREAT PRESSURE WASHER?



When evaluating a pressure washer the majority of consumers only consider the PSI – Pounds per Square Inch – component of the machine. The contract cleaning professional, however, gives more consideration to the GPM – Gallons per Minute – rating of a pressure washer. While both ratings are significant to the overall performance of the equipment, the two ratings represent very different aspects of a pump's inner workings.

The only purpose of the PSI rating of a pump is to determine the pressure applied when breaking the bond between the grime to be cleaned and the surface (substrate) it is adhering to. Naturally, it requires more PSI to break the bond between paint and concrete walls than to break the bond between oil and concrete driveways. These are the basics to understanding PSI.

Recommended PSI ranges for various tasks are:

- 1,000-1,900 PSI - Vehicles, boats, gutters, bricks, fences and decks.
- 2,000-2,900 PSI – Houses, airplanes, bricks, truck fleets, pools, patios and sidewalks.
- 3,000-5,000 PSI – Industrial uses, such as stripping paint, heavy grease stains, stubborn concrete spots.

The GPM is where the true efficiency of a pressure washer comes into play. A four-gallon-per-minute pump will wash the dirt away twice as fast as a machine at two-gallons-per-minute with a higher PSI. Professional pressure washers understand that as long as the PSI is sufficient for the type of work they're performing, the GPM will determine the total job time required. And to the pressure washing professional, time really is money.

A layperson purchasing a pressure washer with a high GPM rating may be disappointed with their machine's performance. Some municipal water systems may not support a water flow of more than four or five GPM. The flow rate can easily be tested by filling a five-gallon bucket from a water hose and stopping at 60-seconds. It's best if your water supply exceeds a pump's requirements by at least one gallon or more. If a water supply is on the low end, the operator needs to make sure there are no restrictions or excessive bends in the water supply hose while the pressure washer is operating.

One of the most severe types of pump damage is cavitation, which is most commonly caused when a pump is starved for water. This is why many contract cleaners carry additional water supply tanks on their trucks and employ the use of bond-breaking chemicals in an effort to achieve more cleaning efficiency. ■

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## SCOTTS NEWS & NOTES



### SOLUTIONS TO THE LABOUR CRISIS

Like all companies in Calgary, *SCOTTS PRESSURE WASH* is finding it challenging to attract new employees to meet ever-increasing service demands. In addition to creating generous compensation and benefit packages, Scotts is now working with an immigration agency to sponsor Filipino workers who would like to move to Canada.

“We are working with the immigration agency in effort to be pro-active, as well as provide these people with reliable employment once they arrive in Canada,” explains Horsley. “We know we will need more workers for our anticipated growth in the next couple of years and we want to do everything possible to ensure that we'll be able to meet increasing demands.”

### BACK ON THE TRACKS

*SCOTTS PRESSURE WASH* is busy again this summer working on a rail car service contract in Moose Jaw, Saskatchewan. This is the seventh year that the company has sent a mobile team to the prairie province to remove grit, grime and graffiti from a fleet of more than 2,500 rail cars. In addition, this year the team is cleaning the inside of 430 potash hopper cars to ensure they are free of contaminants. The process starts by manually sweeping each unit, followed by a thorough pressure washing. ■