



**Salem Environmental Solutions**  
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## ***Salem Environmental Solutions***

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Dear Property Manager:

Apartment owners and managers face many maintenance problems, but the one that seems the most difficult to solve consistently is carpet maintenance.

- Tenants do not give your carpet the same care they would if it was their own, yet carpet is the one feature that quickly reflects the level of care the building receives.
- Carpet represents a major investment and the replacement cost factor is significant.
- Crude Oil prices have tripled in recent months, and will continue to stay high for the foreseeable future. Guess what most carpets are made from? That's right, Petroleum products, which means your replacement costs are going to be triple, if not more.
- Proper carpet maintenance is essential to protect your investment and to enhance the beauty and prolong the life of the carpet.
- More and more tenants are chemical sensitive and have allergies. The chemicals used by "Steam Cleaners" contain solvents, acids, and leave the carpet soaked to the padding for hours, inviting mold growth.

***Salem Environmental Solutions*** can help take this one worry and hassle away from you.

- We use Very Low Moisture cleaning, using Oscillating Padding machines that clean all the fibers down to the nap, and use only a minimum amount of moisture, leaving the carpets dry in 1 hour.
- The cleaning solutions that we use are Bio-based, and environmentally friendly. They are safe for persons with allergies, chemical sensitivities, babies and pets. This makes an attractive leasing feature for your units.
- We do not use any loud or smelly truck mounted equipment. Our machines are powered by electricity, and are whisper quiet. There is no noise at any time to disturb sleeping babies or 2<sup>nd</sup> or 3<sup>rd</sup> shift workers.
- There are no hoses running from the truck to the different units for your tenants and guests to trip over. No water spills, runoff or waste water dumping in your parking lots!
- If we arrive to clean a unit by 9 am, you can show that unit to prospective tenants by 11 am, and be walking on completely dry and crystal clean carpet.

- Our process requires no extensive set up or breakdown of hoses and machinery. We can respond quickly to your needs and turn a quick move-out into a quick move-in, taking another headache off of you.
- We are family owned and operated, and when you call us, you will talk to the owner, me, or my husband, not some different stranger each time you call.
- We are fair on our prices, as we realize in today's competitive service environment, that there are a lot of "splash and dash" carpet soakers out there, and they create more problems than they solve, but they do a lot of business based on costs. If they cause you problems, and prospective tenants, have you really saved any money?

Don't hire yourself another problem; give ***Salem Environmental Solutions*** a call on your next move out.

We also clean tile, concrete and brick, HVAC ducts and dryer vents. We want to be you once source for all of your flooring and Indoor Air Quality needs.

As an incentive to try us, we will clean one unit at your facility for **FREE**. That's right, **FREE**.

Now, normally, I don't give away much, as we like to eat, too. And stay in business.

But, I am so sure that when you see the results of our cleaning after the demo, that you will call us for all your work. Thus, cleaning one unit and gaining your business is a lot cheaper than running an ad campaign and you can see the results for yourself.

Give me a call today to set your appointment for your FREE unit cleaning. You'll be glad you did!

P.S. Did I tell you about our Guarantee – That if you're not satisfied with our work, you don't pay! It can't get any better than that.

Sincerely,

*Lois Charles*

Lois Charles  
Owner

***Salem Environmental Solutions***



Lots of Pet Stains – Carpet's Ruined, Right?



Stains AND the Odors are GONE!



Owner thought that the dirt wouldn't come out



Dirty Tile and Grout are NO problem for us !



Over 15,000 Fires each year are caused by clogged Dryer Vents. What's your liability?