

THE KLEEN-SCENE

THE OFFICIAL NEWSLETTER OF KLEEN-RITE CORP.

ISSUE NO.1 JULY 2004

THE BEST FOR LESS!

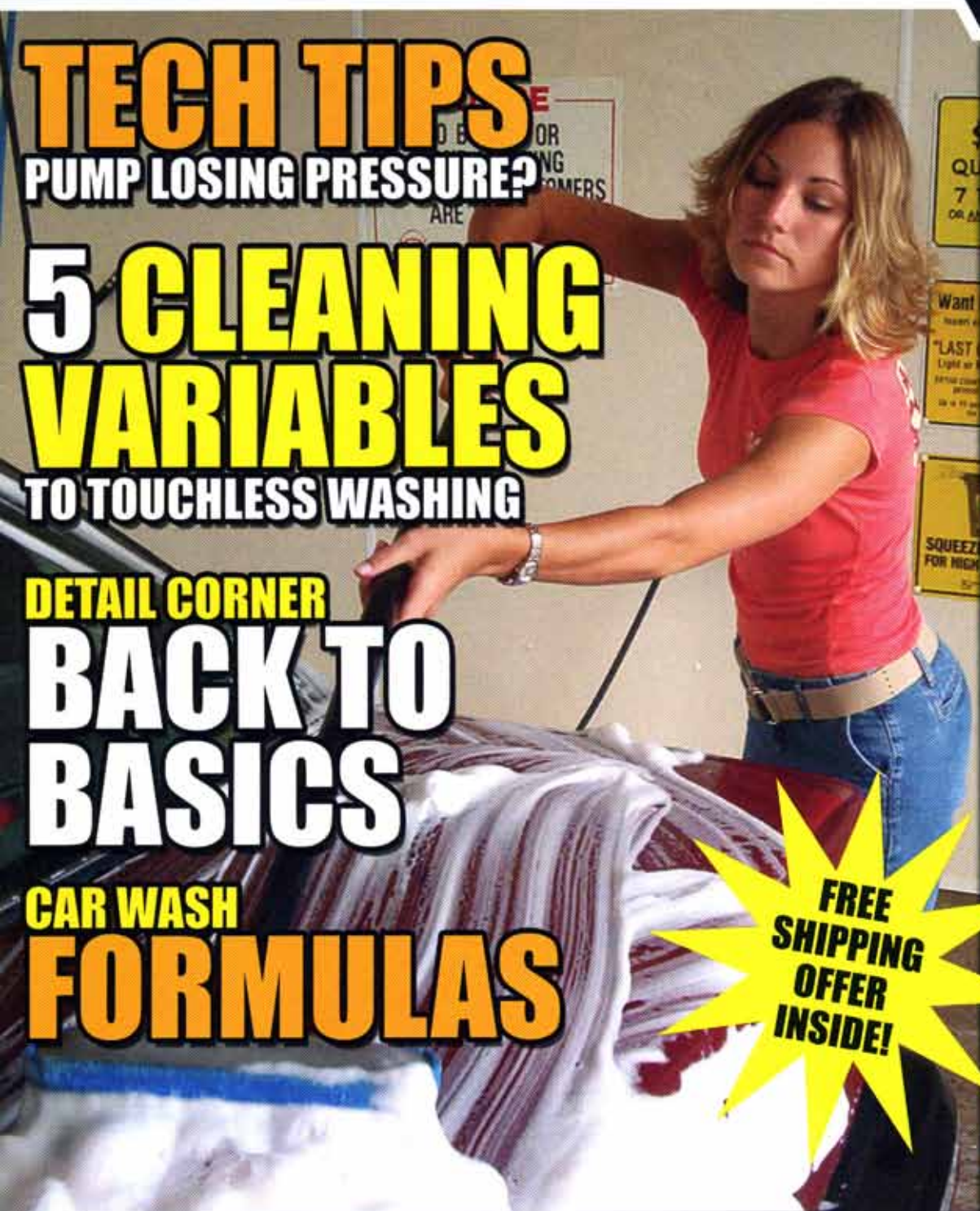
TECH TIPS
PUMP LOSING PRESSURE?

5 CLEANING VARIABLES
TO TOUCHLESS WASHING

DETAIL CORNER
BACK TO BASICS

CAR WASH FORMULAS

FREE SHIPPING OFFER INSIDE!



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PREDATOR

SERIES

**THE NEW PREDATOR VENDING SERIES
PREMIUM TOWEL WIPES**

100 Wipes Per Case

Name	Part #	PRICE
Interior Dressing	JBV400	
Tire Gloss	JBV200	
Wheel & Rim Cleaner	JBV100	
Glass Cleaner	JBV300	



PREMIUM 4 OZ. SPRAY BOTTLES

24 Bottles Per Case

Name	Part #	PRICE
Interior Dressing	JBV800	
Tire Gloss	JBV700	
Rain Repellent	JBV600	
Glass Cleaner	JBV500	

AVAILABLE FROM

KLEEN-RITE CORP.

YOUR RELIABLE SUPPLIER FOR THE CAR WASH INDUSTRY



COMPANY HISTORY

Harold McKonly founded Kleen-Rite Corporation in 1959, specializing in providing the best car wash supplies, parts and equipment at the lowest prices, with the largest inventory and selection. From our inception, Kleen-Rite has always operated it's own car wash, which gives the company a better insight into the needs and solutions of the car wash operator. The company began with two employees Harold and Judy McKonly. We were, and still remain, a family owned and operated company located in Columbia, Pennsylvania. We moved from our original location to a newer, larger location in 1996.

Over the years, Kleen-Rite Corporation has grown to employ a large, experienced and skilled team of car wash professionals. The company has always focused on being a car wash operator's one-stop shop in providing as many quality products as possible, at the best possible prices. We have experienced continual growth over the last 40 years, and will continue to expand with new products and services to meet the needs of our customers. The company was, and is, successful because of our commitment to customer service. We live by our creed of being "your reliable supplier for the car wash industry" & providing "the best for less!"

Contact Kleen-Rite today for your free issue of the best catalog in the industry!

FREE SHIPPING

We here at Kleen-Rite are so excited about our first issue of the Kleen-Scene Newsletter that we are offering Free Shipping. Simply reference Kleen-Scene Offer #1 to your order taker to receive free shipping on your order to anywhere in the continental U.S.

Offer Valid Until August 31, 2004

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Wednesday, November 10th, 2004

Increase your knowledge of the car wash industry by attending this FREE informative, full day seminar and expo. Meet the leading manufacturers & vendors in the industry as they instruct on the proper applications, features & maintenance of their products. Talk with the vendors one-on-one or attend any of the seminars or forum discussions led by industry experts.

To register or for more information call 1-800-233-3873

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QUICK 'n EASY

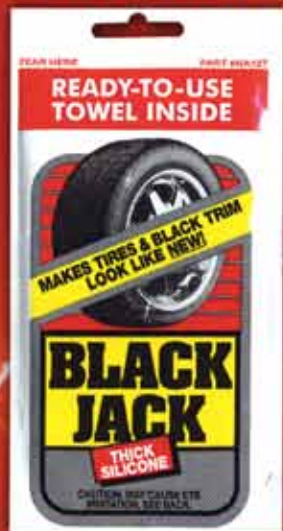
Glass Cleaner



100 PER BOX

VSNA10C

Black Jack



24 PER BOX

VSNA27

100 PER BOX

VSNA27C

Introducing New 4 oz.
Quick 'n Easy
Spray & Buff Polish!

Revolutionary new liquid polish has NO abrasives. Allows customers to get that just waxed look in minutes.

Simply spray on wet or dry vehicle, rub in and buff!

Quick 'n Easy works on glass and chrome as well as paint!

24 PER BOX

VSNA50



Rain Vision



24 PER BOX

VSNA25

100 PER BOX

VSNA25C

Just 4 Leather



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VSNA17

100 PER BOX

VSNA17C

Never Fog



24 PER BOX

VSNA28C

Bug & Tar Remover



100 PER BOX

VSNA19C

PUMP LOSING PRESSURE?

In a positive displacement pump, flow is directly related to RPM and pressure by the restriction of the flow in the discharge line.

Pump Inlet

The inlet conditions are often one of the first places to investigate when a system loses pressure. Many things can cause cavitation or starvation and result in a gradual loss or fluctuation of system pressure. It is recommended that precautions be taken at the pump inlet to minimize problems. All liquids should be filtered before entering the pump to minimize wear to the pump packings (seals) and valves. A flow control valve should be installed in the tank to maintain adequate liquid levels to avoid starving the pump. A temperature control valve should be installed to maintain liquid temperature within the pump limits. Overheating will quickly deteriorate both packing (seals) and valve assemblies and reduce pressure. Problems in other inlet accessories can also contribute to the system losing pressure. Clogged filters are a prime target. These should be inspected and cleaned regularly. All fittings and hoses should be inspected periodically for air leaks as this will also contribute to a loss in pressure.

Pump Drive

Changes in RPM, the drive, may contribute to a loss in system pressure. A proper and secure drive for the pump is a significant factor in maintaining a consistent flow and the resulting pressure. When initially setting up the system, carefully calculate the HP required from the flow and pressure and efficiency of the pump. Replace belts on a regular schedule to maintain maximum HP. Worn or slipping belts, the wrong pulley sizes for the pump and/or motor and an undersized drive RPM can alter the desired pump output and directly affect the pressure.

At The Pump

Changes within the pump can also affect pressure. Good pump maintenance is an essential element in maintaining consistent flow and system pressure. Regular servicing of the packings (seals) and valves will assure good sealing and seating surfaces within the pump and optimum performance. Pump maintenance should be established specifically for each system as liquid, temperature, operating cycles and system accessories all affect the wear on a system. With a pressure gauge at the pump, it is easy to see when the pressure drops or fluctuates. This is the time to do maintenance. Do not wait until the pump leaks or quits running completely.

TECH TIPS

Discharge Line

This is a primary place to investigate when you begin to lose pressure. Most often, worn nozzles are at the source of pressure loss and too often adjustments are made in the regulating and relief valves to compensate for nozzle wear. This can put unnecessary stress on the pump. Always replace nozzles as a first step to correct pressure loss. If the nozzle does not restore the pressure to the original setting, then proceed to other inlet, pump or discharge conditions. Pressure regulators or unloaders can also be the cause of pressure loss. Internal seats, pistons and O-rings can wear and reduce the ability of the device to hold set pressure. Worn check valves can cause a device to cycle and give erratic pressure readings. It is important to inspect these devices at the same time pump maintenance is done. It is important to establish a complete maintenance routine for your entire system that includes the pump, filters, hoses, connections, valves and nozzles. Regular maintenance is far less expensive and time consuming than major overhauls or replacements. Good maintenance of your system will assure consistent flow and consistent pressure.

LOW PRESSURE PROBLEM? PLUNGER PUMP DIAGNOSIS & MAINTENANCE

Probable Cause

Solution

- | | |
|---|---|
| ● Worn nozzle. | ● Replace nozzle. |
| ● Belt slippage. | ● Tighten or replace : use correct belt. |
| ● Air leak in inlet plumbing. | ● Use PTFE liquid or tape. |
| ● Pressure gauge inoperative or not registering accurately. | ● Check pressure w/ new gauge & replace as needed. |
| ● Relief valve stuck partially plugged or improperly adjusted. | ● Clean & reset relief valve to system pressure & correct by-pass. Check supply tank for contamination. |
| ● Worn seat or valves. | ● Clean or replace with valve kit. |
| ● Inlet suction strainer clogged or improperly sized. | ● Use adequate size for inlet pump connection & liquid being pumped. Clean frequently. |
| ● Worn seals. Abrasives in pumped liquid, severe cavitation: inadequate water supply, stressful inlet conditions. | ● Install & maintain proper filter, check line size & flow available to pump. |
| ● Fouled or dirty inlet or discharge valves. | ● Clean inlet & discharge valve assemblies. |
| ● Worn inlet or discharge valves. | ● Replace with valve kit. |
| ● Leaky discharge hose. | ● Replace hose. Check connections. |

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products now available from
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FEATURED CAR WASH

Sundance Carwashes, located in Lancaster County, Pennsylvania are owned by Ed Hollinger, who lives in nearby New Holland, PA. Ed currently owns and operates seven locations. Most of his locations have 5 or 6 self serve bays and at least 1 in-bay touchless automatic. As a teenager, Ed first learned about the carwash business by helping to do clean up work



on the weekends. His father was a partner in the business at that time. He started working full-time 17 years ago. 5 years later, Ed assumed ownership of the business and it has grown to rely on several full-time servicemen on staff, who do a good job keeping the carwashes running smoothly. Ed has also been instrumental in starting Carwash Association of PA, several years ago and served as its first President. Ed is married and has 3 teenage sons. Several of the sons are showing interest in working for the business in the future. Sundance Carwashes strives for customer satisfaction. They offer the customer a clean and well maintained carwash.

CHARLIE'S CARWASH BUILDINGS EASY AS 1-2-3

1. Prepare site per your architect's plans and specifications and match Charlie's supplied dimensions.
 2. Watch Charlie install strong, durable premier steel wall panels & conventional pre-engineered roof trusses, complete through interior and exterior sheathing.
 3. Install wash equipment, finish interior and exterior, then start washing.
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Bill Kraft, Director,
Steel Framing Alliance,
Washington, D.C.

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12/02/03 - Ready for Stucco Finish

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\$1.00 vend

PROTECTANT SPONGE PACK

AR10800

Lowest Price Anywhere!!

Decal ARD100

CLEANER SPONGE PACK

AR30800

Decal ARD150

WIPES



Protectant	AR10861	Leather	AR10881
Cleaning	AR10863	Glass	AR10865
Orange	AR10830		

6 PER CASE

Single Pack Vending Wipes

Introducing ArmorAll Single Pack Wipes for your Vending Machines
100 Per Case



Cleaning Wipes

AR10914

Glass Wipes

AR10915

TIRE FOAM

12 PER CASE



4 oz. can

AR40040

PROTECTANT



20 GALLON

AR10820

55 GALLON

AR10855

10 Oz. Protectant



AR11010

12 PER CASE

16 Oz. Protectant



AR10160

12 PER CASE

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2004

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3 column machine



Vanilla Ultra Norsk



Strawberry Ultra Gel



Outdoor Breeze Dolphin



Back to Basics

By Rod Kraft

In today's world of advanced paint finishes and hi-tech materials being used on the interior and exterior of the vehicles, it can be overwhelming as to what to use in order to maintain those finishes. One way to prevent major problems is to go back to the basics. The best way to start is to use the least aggressive method to resolve the problem. Another is to read the label of any product to be sure it applies to the problem at hand. If you are not sure the product will do what you want, don't hesitate to call the manufacturer or distributor. If you take a risk and use it anyway, don't blame anyone but yourself if it creates a more extensive problem. There are 5 basic steps to use in order to properly maintain the finish. The first is always "Wash". This is designed to remove the loose particles of dirt from the finish. Never try to evaluate the finish without first washing it. There could be far more defects in the paint which are hiding under the dirt. Always be sure to use a good quality car wash product. Never use dish soap unless your goal is to strip every bit of protection away from the paint. The next step is to "Clean or Prep" the paint. This is designed to remove defects and bonded contaminants that washing did not. This is where the evaluation comes in. Is the paint in fairly decent shape? Does it need to be buffed with a rotary buffer or can you do it by hand or a D/A polisher. Start with the mildest method to see what it will do before proceeding to the next step. Try to pick one area that looks the worst in order to track your results as you go through each procedure. The next step is "Polish". This is the creation of a brilliant high gloss. This can be achieved either by hand or machine depending on the previous method of cleaning or prepping. Polishing is designed to produce a mirror-like finish by removing fine swirls, scratches and feeding the paint with gloss producing oils. The next step is to "Protect". This is the creation of a long lasting brilliant high gloss. Waxes and polymers will protect the prior steps and keep the finish looking good. The last but not least of the 5 steps is "Maintain". This is to frequently remove contaminants before they have a chance to etch or bond to the surface.

Frequent car care is easy car care! Starting a regular maintenance program is a great way to keep both the outside and inside in showroom condition. Removing such things as bird droppings, bug residue and environmental contaminants quickly will help prevent a much harder to repair problem in the future.



Rod Kraft is an Area Sales Manager for Meguiar's Inc.

DETAIL PRODUCTS

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MGD1201	All Purpose Cleaner +
MGD1301	Glass Clean Concentrate
MGD1401	Citri-Gel Multi Cleaner
MGD2101	Car Wash Soap
MGD3101	Wheel Brightener
MGD4201	W-Dressing
MGD4301	Engine Kote
MGD4401	Silicone-Free Dressing
MGD5101	Final Detail
MGD5201	Express Wax
MGD8501	Diamond Cut Compound 2.0

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THE KLEEN-RITE TEAM

Employee Spotlight

One of Kleen-Rite's most valued employees is Tom Allen, who has been with the company from virtually the beginning. When Tom started there were only five people working here! With over 20 plus years in the car-wash supply and maintenance field, there really isn't a whole heck of a lot about carwashes Tom doesn't know. Tom not only acts as our Warehouse Manager, but also is one of our top Technicians and Customer Service Reps. Tom has been

married to his wife for twenty-seven years and is a father to a son and a daughter. He also has three grandchildren and a newly adopted son. An avid outdoorsman, he enjoys hunting, fishing and boating. The folks here at Kleen-Rite are happy to have Tom's reliable presence and years of carwash knowledge to help with any and all circumstances that may arise during the business day.



Car-Freshner[®]

VENDING MACHINE DEALS!



5 COLUMN VENDER

VE0206

- Includes:
- 864 "Little Trees"
 - 5-column decal
 - 36 shelves per column
 - 25cts - \$1.50 coin mech.
 - 31"H x 21"W x 11.5"D
 - 165lb

Brings
back
\$864

1 COLUMN VENDER

VEL800CF

- Includes:
- 288 "Little Trees"
 - 25cts - \$3.00 mech.

Brings
back
\$288

VENDING MACHINE DECALS

- Car-Freshner decal VE0139
 - "Little Tree" overlays VE0129
 - Kleen-Rite air freshener decal VE0120
- AVAILABLE FROM

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The 5 Cleaning Variables To Touchless Washing

By Simoniz U.S.A.

There are many factors & variables that play an important role in the touchless wash process. Some we cannot control. There are however 5 variables we can control. These variables are primary requirements to cleaning. Therefore, it is imperative that we set and monitor these variables to ensure consistent cleaning. If any of these 5 variables are lacking or inconsistent, it will greatly reduce achieving your end result - a clean vehicle.

DWELL TIME is the amount of time a presoak detergent is allowed to soak on the vehicle surface without interference. Most presoaks will work best when allowed to dwell on the vehicle surface for a minimum of 15 seconds. If possible it is recommended that presoaks be allowed to dwell for up to 30 seconds.

WATER TEMPERATURE is critical in a touchless wash process. A higher water temperature creates a more active cleaning solution & will help to break a road film with an oil substrate, often the most difficult to penetrate. The temperature of the cleaning solution should be in the range of 110° to 140° at the nozzle or point of application, not from the thermostat on the equipment. Often in colder climates you will not clean vehicles if you don't have the capacity to heat the water to 140° at the nozzle. Cleaning solutions in the range of 130-140° range will consistently produce far better results than those in the 100-120°.

WATER QUALITY refers to the hardness & total dissolved solids (TDS) in the water being supplied to the wash cycle, most importantly the presoak cycles. Water hardness reduces the ability of presoaks to perform their cleaning function. You must have softened water (3 grains or below), however the lowest possible is best in order to clean vehicles properly. This can be achieved with a water softener. TDS may effect the rinsing of the vehicle by leaving spots. The TDS can normally be removed with a reverse osmosis or deionization process.

WATER PRESSURE is important in both the low & high pressure cycles of the touchless wash process. The pressure must be consistent in the low-pressure product application cycles to ensure the proper ratio of product to water. If enough of a pressure fluctuation occurs it can alter the important ratio of product to water regardless of the proportioner being used. In the high-pressure cleaning cycle sufficient water pressure & volume must be applied to the vehicle surface for proper cleaning to occur.

CLEANING SOLUTIONS are the most important variable of these 5 factors. Simoniz strongly recommends using a 2-step detergent process when cleaning vehicles in a pressure spray automatic system. First an acid based cleaner (low pH) should be applied to the surface. This should be followed by an application of an alkaline based cleaner (high pH). The chemical reaction between the high & low pH materials, the heat of neutralization, works to break the static bond holding the dirt on the surface. Furthermore, certain road soils are solubilized by acids & others by alkali, so with the 2-step cleaning we are better able to attack a broader spectrum of road film.

These 5 variables must be monitored on a consistent basis to ensure proper cleaning. When a drop off in cleaning occurs, all 5 should be checked immediately.

SIMONIZ



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The Ideal Shield® Bumper Post Sleeve eliminates the need for costly scraping and painting of guard posts. Our polyethylene thermoplastic sleeve slides over existing guard posts. Invest in Ideal Shield® Bumper Post Sleeves today for that brand new look for years to come!

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CLEARANCE BARS



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Mexico	VS13022
Jamaica	VS13023
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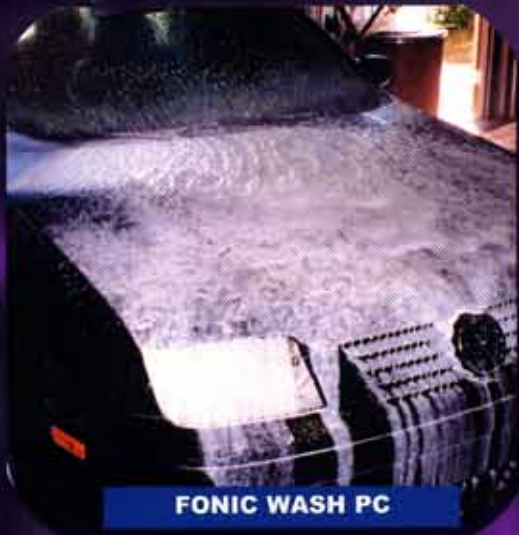


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A WORLD OF SOLUTIONS



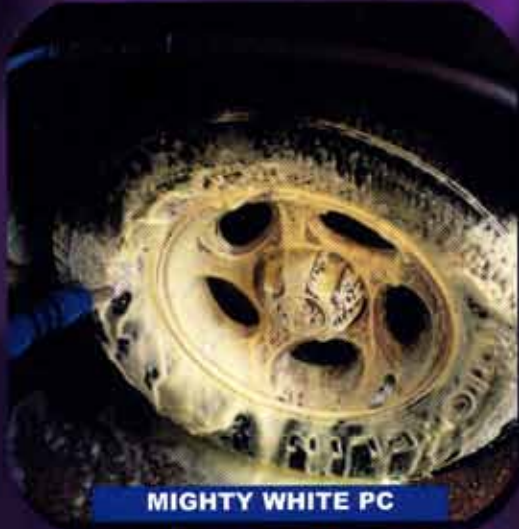
5 GALLON SELF SERVE POWER CONCENTRATES



FONIC WASH PC

FONIC WASH PC JBCFW

The ultimate **SELF-SERVE HIGH PRESSURE DETERGENT** concentrate! Unique surfactant blend provides copious amounts of foam, lubricity and cleaning action. Doubles as an excellent friction rollover automatic detergent! Summer scent! Dilute up to 600 to 1.



MIGHTY WHITE PC

JB-55 FOAMING BRUSH PLUS PC JBCFB

Extremely concentrated **FOAMING BRUSH DETERGENT**. Designed for all air injection foam brush systems. Produces a beautiful rich pink foam and fresh cherry scent, which provides excellent customer appeal! Dilute up to 600 to 1.

MIGHTY WHITE PC JBCMWW

Customer appealing, emerald green, **TIRE & ENGINE CLEANER**. Extremely high foaming. Fresh lemon scent! Cuts brake dust, grease and grime. 100% biodegradable. Dilute up to 120 to 1.



GLOW FOAM POLISH PC

FILM BUSTER PC JBCPS

High foaming **SELF-SERVE PRESOAK** which removes road film, grease, grime and oil from vehicle's surface. Effective in both hot or cold water applications. Purple color with citrus scent. Extremely concentrated. Dilute up to 240 to 1.

HB RINSE AID PC JBCRA

Extremely concentrated **SELF-SERVE SUPER BEADING RINSE SHINE**. Quickly causes water to bead and "dance" off the vehicle's surface. Doubles as a drying agent concentrate for automatics and tunnels. Fresh cherry scent! Dilute up to 600 to 1.

GLOW FOAM POLISH PC JBCGF5

The most unique tri-foam "gloss enhancing" polish on the market today! Provides brilliant colored foam (hot pink, vibrant canary yellow & electric blue) with special gloss enhancing agents (silicone carnauba) to protect the vehicle's surface. Excellent **SELF-SERVE TRI-FOAM CONDITIONER!** Wild cherry scent. The true standard of the industry! Dilute up to 600 to 1.

GLOW FOAM DETERGENT PC JBCGFDET

The most unique **TRI-FOAM BRUSH DETERGENT** on the market today! Glow Foam Detergent provides brilliant colored foam (Hot Pink, Canary Yellow & Electric Blue) with added foaming and lubricity capabilities for tremendous customer appeal! Wild cherry scent! Non staining formula. Dilute up to 480 to 1.

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- SOAK ME ULTRA** Ultra-Concentrate **Alkaline Presoak** w/pleasant Citrus Aromal
- CHERRY FOAM ULTRA** Red Ultra-Concentrate **Foam Brush Soap**/Strong Cherry Scent!
- BANANA FOAM ULTRA** Yellow Ultra-Concentrate **Foam Brush Soap**/Strong Banana Scent!
- TIRE TIME ULTRA** Ultra-Concentrate **Tire & Engine Cleaner** Green w/Pine Scent!
- CLEAR COAT CONDITIONER ULTRA** An Ultra-Concentrated product used as:
1) **Foaming Wax** 2) **Paint Sealant** 3) **Drying Agent** w/Pleasant Cinnamon Aromal

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Available in **10 COLORS!!!**
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ORIGINAL FLEX WANDS

TIP TWISTERS

MAT CLAMPS

BIG SQUEEZE™ FOR WET MATS

BIG SQUEEZE™ FOR WET MATS

Durable rubber rollers, long lasting nylon brushes,
greaseable bearings. 6 month parts warranty!

SPECIFICATIONS

- Weatherproof
- Stainless Steel Construction
- Single high speed nylon brushes
- 110 Volt power



CO-3 (Coin Operated) SELF SERVE MODEL

A coin operated dryer designed for
the self-service car wash industry.
Increase profits with extra service.

JKBSC03



NW-1 (No Water)

A heavy duty floor mat dryer
that dries and grooms mats in
just seconds with 2 sets of
durable rubber rollers and
high speed nylon brush.

JKBSNW1



WW-2 (With Water)

With Water - Designed to aid in
the rinsing of soapy and soiled
mats. A hand valve for easy
operator control.

JKBSWW2



BIG BRUSHER™ FOR DRY MATS

BIG BRUSHER™ FOR DRY MATS

The Big Brusher is designed solely as a dry mat cleaner.
Automatic and hands free, it deep cleans & grooms mats in just
seconds. Durable rubber rollers, long lasting nylon brushes,
greaseable bearings. 6 month parts warranty!

SPECIFICATIONS

- Weatherproof
- Stainless Steel Construction
- Dual high speed nylon brushes
- 110 Volt power
- Removable dirt catch tray for easy emptying



CO-5 Coin Operated SELF SERVE MODEL

JKBBC05



BB-4 Full Service Model

JKBB4



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CARWASH FORMULAS

$$\frac{\text{Determining The Pump R.P.M.}}{\text{Rated R.P.M.}} = \frac{\text{Rated G.P.M.}}{\text{"Desired" G.P.M.}}$$

$$\frac{\text{Determining The Required H.P.}}{\text{GPM x PSI}} = \frac{1460}{\text{Electric Brake H.P. Required}}$$

$$\frac{\text{Determining Motor Pulley Size}}{\text{Motor Pulley O.D.}} = \frac{\text{Pump Pulley O.D.}}{\text{Pump R.P.M.}}$$

HYDROMINDER DILUTION CHART

MODEL TIP COLOR	MODEL 506/511	MODEL 515	MODEL 525/530	MODEL 546/551	MODEL 560/561
No Tip	4/1	1/1	4/1	6/1	10/1
Gray	5/1	1.2/1	6/1	10/1	20/1
Black	6/1	2/1	10/1	20/1	30/1
Beige	8/1	4/1	20/1	32/1	64/1
Red	17/1	6/1	35/1	48/1	128/1
White	23/1	9/1	52/1	67/1	144/1
Blue	25/1	10/1	55/1	96/1	173/1
Tan	36/1	13/1	70/1	144/1	218/1
Green	48/1	21/1	100/1	176/1	306/1
Orange	64/1	26/1	140/1	234/1	424/1
Brown	75/1	30/1	160/1	296/1	768/1
Yellow	90/1	38/1	190/1	416/1	896/1
Purple	120/1	50/1	250/1	596/1	930/1
Pink	240/1	100/1	530/1	1024/1	1024/1

Pump Pulley Outside Diameter

Outside Diameter	2½	2¾	3	3¼	3½	3¾	4	4¼	4½	4¾	5	5¼	5½	5¾
5	830	922	1013	1105	1198	1290	1382	1473	1568	1660	1750			
5¼	788	875	963	1050	1137	1225	1312	1400	1487	1575	1662	1725		
5½	750	834	917	1000	1082	1167	1250	1333	1417	1500	1581	1646	1725	
5¾	715	795	875	955	1032	1113	1192	1272	1350	1430	1510	1575	1650	1725
6	685	760	837	913	990	1065	1140	1217	1290	1370	1450	1509	1581	1653
6½	630	700	771	840	910	980	1050	1120	1190	1260	1330	1393	1460	1526
7	584	648	713	778	843	907	973	1039	1102	1168	1231	1294	1355	1417
8	507	564	620	676	734	789	845	902	959	1016	1072	1132	1186	1240
9	450	500	550	600	650	700	750	800	850	900	950	1006	1054	1102

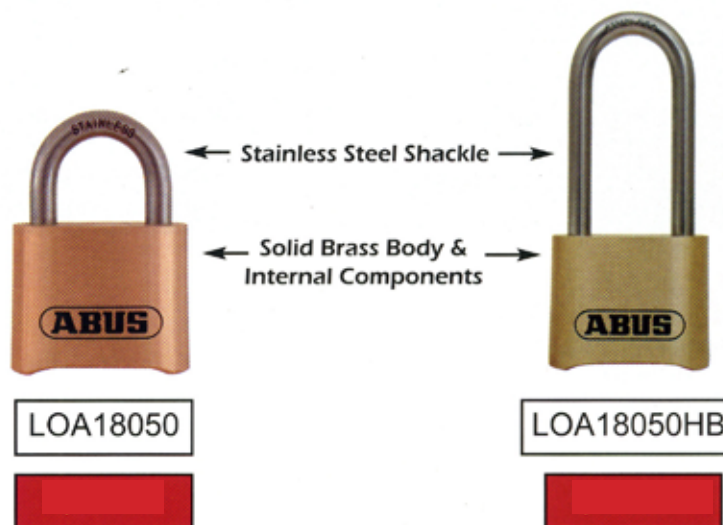


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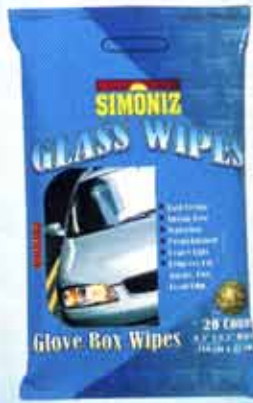


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