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ISSUE NO. 11 October, 2008

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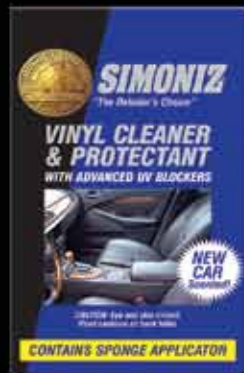
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We believe that by providing the public a location to wash their vehicles, we are greatly reducing the effect car washing has on the environment. We must promote this fact. It is already documented by several studies done by the International Car Wash Association. There is no better place to wash a car than at a professional car wash and we must make sure the public knows this!

As you will read in this issue there are many other things we will need to consider. Items such as new energy efficient lighting, instantaneous water heaters and simply changing your nozzles.

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Professional Car Washing, it's greener than you think...

Today's consumer is being inundated with green products and practices. Recently an executive order was issued mandating the use of eco friendly products and practices in all federal facilities. As we move forward with these earth friendly efforts, the general public is attuned to the attributes of this movement. They readily seek these new offerings and embrace the practices in which will have a positive impact on the environment.

In respect to professional car washing, the industry has largely been perceived as non- environmentally friendly by the general public. It is often thought that this industry has a high water usage, when quite the opposite is true. The car wash industry has long been a steward of efficient water usage. The use of



water reclaim and filtration systems has greatly reduced the fresh water usage per vehicle in the cleaning process. By using proper waste water management, the discharge is processed in municipal water treatment facilities and not released into storm drains, streams or other bodies of water that would create a negative impact.

Vehicle cleaning chemistry has changed by reducing volatile organic compounds – VOCs, eliminating phosphates, hydrofluoric acid, ammonium bifluoride and nonylphenol ethoxylates (NPE). Product biodegradability has been enhanced as well.

Operators conserve energy by using variable frequency drives on their equipment thus reducing spikes in electric use. Also by replacing incandescent bulbs with LED lighting which is much more efficient. Many car washes recycle their drums and other containers as well.

As you can see, professional car washers go to great lengths to increase efficiencies and have a positive impact on the environment. This industry is truly greener than you think...

What else can an operator do to make their facility green?

- Change nozzles and use fewer gallons per minute
- Capture reject RO water and use to mix chemicals or to prep vehicles
- Capture rain water to add to the reclaim system or to irrigate landscaping
- Make chemicals and water usage more efficient by heating and softening the water
- Monitor water meters daily to track gallon per vehicle usage and to determine if there are water leaks
- Set up recycling bins on your facility
- Perform an energy audit with the help of a local utility company
- Research the use of alternative energy, solar panels, waste oil heating and wind.
- Use recycled paper products
- Service air compressors and repair leaks

Useful Resources

EPA's Energy Star Program
www.energystar.gov

Automotive Dealerships are going green
www.nada.org/green

www.greendrivingusa.com

GOING GREEN

Some helpful things you can do...

- Recycle this magazine
- Bring your own bags to the grocery store
- Support your local economy and curb excess fossil-fuel consumption by shopping close to home
- Install Energy Star qualified double-pane windows
- Take the bus (or train)
- Buy energy-efficient appliances (look for the Energy Star label)
- Clean the fridge coils for better productivity
- Turn off the lights when you leave the room
- Install low-flow showerheads and take shorter showers
- Eat more veggies
- Ride your bike
- Don't let the sink faucet run when you wash dishes or brush your teeth
- Unplug your electronics (TV, DVD Player) when you're not using them
- Use greener cleaners.
- Baking soda will clean just about anything
- Wash clothes in cold water
- Cover pots on the stove to avoid losing excess heat
- Line dry your clothes when possible
- Shut your computer down when you leave work
- B.Y.O.B. (of water)
- Get off junk-mail lists: register at dmaconsumers.org/cgi/offmailinglist
- Skip the elevator and take the stairs
- Check the air pressure in your tires
- Print on both sides of the paper
- To save gas, drive under 60 mph, or don't drive as much
- Don't use pesticides on your lawn
- Find new uses for old things
- Compact your nonrecyclable trash and use fewer bags
- Give your car a tune-up so it drives more efficiently
- Buy things that will last
- Unload your trunk; the lighter the load, the less gas your car consumes
- Seal up your house
- Switch to a reusable coffee filter
- Eat what's in season
- Sign up for online banking to stop receiving paper statements
- Cancel the phone-book delivery
- Install a ceiling fan to improve heat and cool-air circulation
- Replace your lightbulbs with compact fluorescent ones
- Don't charge your cell phone overnight
- Reuse your Ziploc bags
- Keep your shades down in the summer and up in the winter
- Use a push lawn mower
- Purify indoor air with plants instead of with artificial room fresheners
- Use clean energy
- Support recycling by buying products made from recycled materials
- Buy or borrow pre-used moving boxes
- Use rechargeable batteries
- Bring lunch to work in reusable containers
- Upgrade your toilet to a low-flush model
- Fix leaky faucets

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qual·i·ty |'kwälətē|
noun (pl. -ties)

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the degree of excellence of something : *they made the highest quality soap* | *people today enjoy a better quality product.*

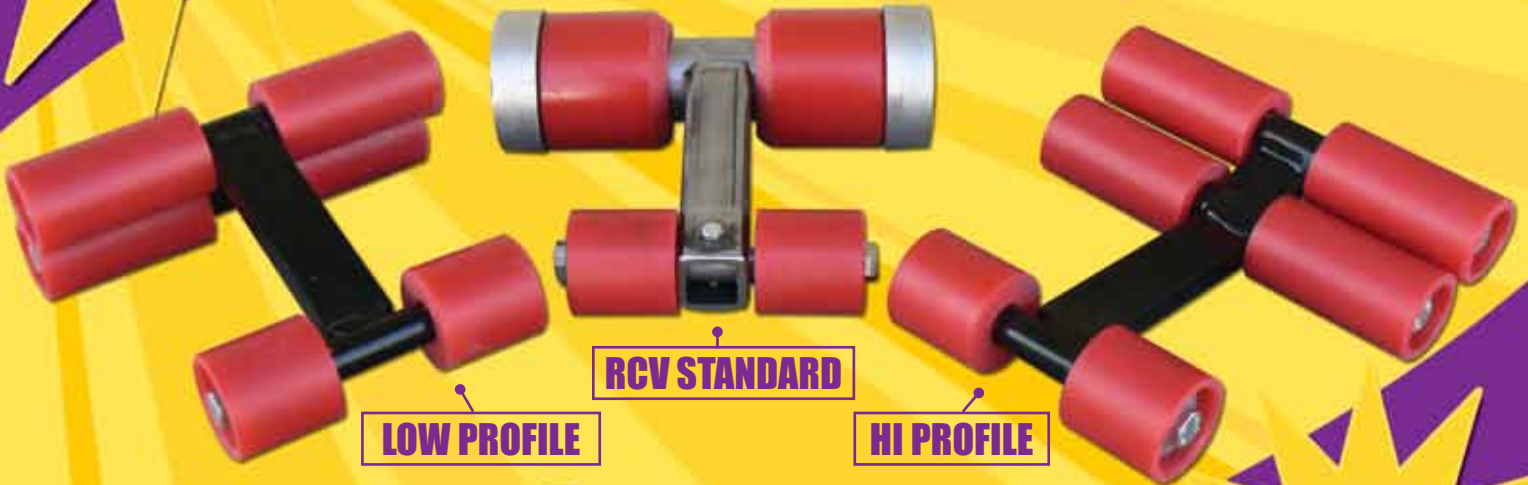


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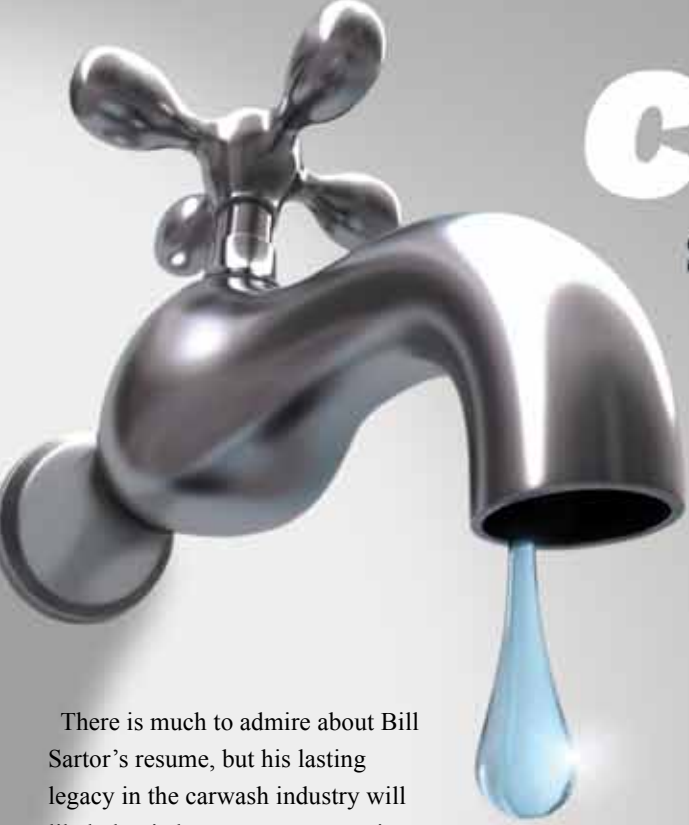
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Certifiable

Self-Serve Operator Bill Sartor Issues a

Conservation

Call to

Action

By Tony Jones

There is much to admire about Bill Sartor's resume, but his lasting legacy in the carwash industry will likely be tied to water conservation and a blueprint to carwash certification standards. Sartor is general partner of four Washem Car Wash self-serve locations in San Antonio, but the former president of the International Carwash Association has become a sought-after drought-survival consultant, carwash diplomat and nationally recognized conservation leader.

regulators and San Antonio carwash operators. Today, the certification model continues to flourish across several industries in the city, with the carwash program implementing additional standards beginning in January.

Ten years into its programs, the San Antonio Water System (SAWS) reported that San Antonio's water consumption was the lowest per capita of any city in the West.

"We become a very easy target simply because we're highly visible, when in fact we've been good stewards for a long time."

With Phase IV drought conditions stifling operators in 55 southeastern counties earlier this year, there is new industry urgency with regard to water conservation and reclamation. In addition, the spotlight is falling on a carwash water-saving certification program devised 11 years ago by Sartor and others in San Antonio.

Various outlines and guidelines using the San Antonio program as a model have been readily available on the Web sites of the International Carwash Association and many regional associations for years, but operators across the nation typically have not pushed local officials for the types of standards such programs would create until they are faced with severe operating restrictions.

Sartor is not surprised. He admits to being caught flatfooted in 1996 when San Antonio's only water source, an underground aquifer, was diminishing at an astonishing rate of one foot per day. With operators facing a complete shutdown, Sartor and other owners formed a coalition of industries, raised \$50,000 and hired lawyers to help save their businesses.

The certification program that was born from that adversity was the first real dialogue and partnership between city officials, water

Sartor's experience 11 years ago is eerily similar to the mobilization of carwash operators that occurred recently in Georgia and other areas of the Southeast. Sartor's disappointment is that few have learned his valuable lesson and worked to implement water-saving certification programs before the threat of drought or severe restrictions.

"I see absolutely no difference whatsoever," notes Sartor, comparing the current difficulties in the Southeast to San Antonio in 1996. "As carwash operators, we tend to be reclusive when it comes to the government and don't take a proactive stance, even when we have the advantage."

The advantage operators have, he says, is in being able to show proof of good stewardship and low water consumption as a means of conducting normal business. Carwash water use in San Antonio, for example, was estimated in 2005 at just 0.16 percent of the city's total water consumption. Statistics released by the Georgia Coalition of Car Washes indicate that Georgia operators use just 0.14 percent of the state's daily consumption.

The problem is that carwashing tends to be a hidden contributor until operators are forced to show burden of proof when they have been

targeted for restrictions.

“Politicians aren’t interested in carwashes until they can ingratiate themselves to the voting public,” asserts Sartor. “We become a very easy target simply because we’re highly visible, when in fact we’ve been good stewards for a long time.”

Proactive Not Reactive

The way to combat that is by being proactive, working with water regulators and setting local standards for best business practices. When business looked bleak for San Antonio operators, Sartor realized the importance of engaging in the system and quickly established himself as a local leader and visionary.

“Water is not an insignificant part of what it costs to run a carwash operation. It’s in their best interest to look into this anyway.”

He was the original chairman of the SAWS community conservation committee and has chaired it three times. Beyond the scope of carwashing, Sartor’s work has been instrumental in developing San Antonio’s water conservation program to benefit businesses with a low-flow toilet retrofit program; rebate programs for landscaping and horizontal-axis washing machines; certificate programs; workshops and educational programs. In all, he is credited with helping SAWS realize an annual savings of 3 billion gallons of water. For his efforts, he was among a select group of honorees and the only individual to receive an inaugural Environmental Protection Agency Water Efficiency Leader award in 2006.

“Operators need to volunteer themselves to become the poster child of water conservation and put into play a certification program,” urges Sartor. “The problem is nobody will do it [until they need it].

“That’s just speaking from experience,” he continues. “The reason I get the phone calls is I know what I’m doing; I know how to speak regulator speak; and I’m not in the middle of a problem. These guys are fighting for their lives. I know because I was doing it.”

Sartor is proud that most of the standards originally established by San Antonio’s carwash certification program have become part of city code. When new operators start their businesses, they automatically meet the basic operational criteria of the program, whether they become officially certified or not.

“Once you put a certification program for carwashes into play, it’s nothing but best management practices,” he says. “There is nothing in that certification program that is onerous for any operator. It is best management practices for conveyors, in-bay automatics and self-serves. It’s stuff that the operator ought to be doing anyway.”

What had been a potentially contentious relationship with San Antonio city officials in 1996 has become a model for government workmanship.

SAWS and leading carwash operators now have a close working relationship and together have crafted a new set of standards to increase the meaning and efficiency of the carwash certification program.

“It helps when the carwash industry approaches us,” comments Eddie Wilcut, manager of indoor programs for SAWS. “They have been proponents of changing the program, making it a little more effective and soliciting more involvement.”

“It doesn’t put you out of business to do the right thing,” adds Karen Guz, SAWS conservation department director. “We find that over and over again with other industries. They can do the right thing, and it lowers their overhead costs. Water is not an insignificant part of what it costs to run a carwash operation. It’s in their best interest to look into this anyway.”



Bill Sartor, his lasting legacy in the carwash industry will likely be tied to water conservation

Courtesy of Modern Car Care, © 2008

Pushing Forward

There are 346 carwashes that are SAWS customers, but in 2007 just 19 percent were active participants in the water-saving certification program. However, SAWS officials believe that changes that went into effect in January will push the number of certified carwashes toward 90 percent.

“As we’ve changed standards, we’ve had people who haven’t stayed up with it,” says Wilcut. That prompted action to make the program more meaningful to operators. Topping the list of new changes is a 10 percent sewer credit for participating carwashes. If the program achieves 100 percent enrollment, that would be worth \$78,000 to operators or approximately \$225 per location.

In addition, greater emphasis has been placed on the importance of certification in the event of future drought conditions. “It is now true that in the later stages of drought, a carwash is not going to be able to have as many hours of operation if it is not a certified carwash,” notes Guz.

Throw into the mix an annual supply of spray nozzles and protectors supplied by SAWS, and the incentive to rejoin the program or become certified for the first time is taking shape.

There is certainly some irony in that the drop off in participation can be attributed to some degree to the program’s success. By raising stan-

dards, better business practices have become the norm. Water reclamation is simply a part of doing business in San Antonio, with full-service washes required to claim at least 50 percent of their consumption. In addition, self-serve washes must recapture the brine from their spot-free rinse and use that in the soap phase, according to Wilcut.

The expanded program will add eight more standards to the certification process, bringing the number of best practices to 24.

By being proactive and working with regulators to find solutions that satisfy conservation efforts and business needs, carwash operators in San Antonio have had a major hand in securing their futures and steering regulations in their favor. To a large degree, the city's carwash operators have set their own bar for what constitutes best practices, practically self-police their locations and have cleared distrust from the air.

It is a model that certainly should provide hope to operators in the Southeast, but success takes diligence, commitment, education and patience.



One location of Washem Self Serve Car Washes located in San Antonio, TX

Courtesy of Modern Car Care, © 2008

“[Operators] have been extremely reluctant to approach government because our government experience has been so bad in the past,” notes Sartor. “But this is a different breed of folks. People in the water conservation business or in the water business are stewards. They really are committed to the work that they do, and they want to learn more. They are always looking for better ways to do things.”

The key, he says, is in showing officials that key efficiencies already exist and that they don't need an army of regulators to police the industry. Through certification, operators become accountable for maintaining a high standard of operation.

One hurdle with officials can be alleviating concerns that, under normal water conditions, conservation can be profitable. “Water regulators think that if they conserve water, they'll go out of business,” asserts Sartor. “That attitude is changing, but you have to remember that they maintain their jobs by selling water.”

Again, the San Antonio program is an efficient model. Conservation is funded through irrigation tier rates and with fees from commercial businesses based on the size of

their meter readings. The SAWS program gave away more than 20,000 low-flow toilets last year without any contributions from consumers, says Sartor.

“It's like buying water; you just buy it forever,” he philosophizes. “Once a gallon of water is saved one time, it is saved again and again forever. That's what regulators call firm yield. All of a sudden if it's saved once, it's saved forever.”

“Once a gallon of water is saved one time, it is saved again and again forever. That's what regulators call firm yield.”

The real key is that the San Antonio program was not simply a temporary solution to fight through terrible drought conditions.

It has become the normal way of conducting business and strengthened the relationship between local businesses and government.

“The concept with all of our certification programs is to give recognition to businesses that are willing to step up to the plate and do best practices for conservation,” explains Guz. “It gives us an opportunity to get together with the leaders in those industries and determine what the best practices for water conservation are, define them and then set the bar to what is reasonable.

“Now, instead of fighting the process, you've got Bill Sartor and the local carwash industry saying, ‘Yeah, go ahead and put it into the ordinance that if our fellow carwash operators are not stepping up to the plate, they won't be operating during droughts,’” she continues. “They're not fighting us on that ordinance anymore because they worked with us on crafting it. That went into the San Antonio code with the full endorsement of the carwash folks. That's the way you want government to work.”

Part of the payoff for operators is that the city recognizes and promotes the certified carwashes. Every certified location receives signage that says it is a recognized water-saver partner. In addition, SAWS places newspaper ads twice per year publishing



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the names of recognized partners, as well as keeping a list available on its Web site. SAWS also runs public service announcements promoting the certified washes.

“We created this water-saver partner program so every carwash that jumps through those hoops and operates in the most efficient way possible can be recognized in the community for doing the right thing,” notes Guz.

Charitable

The recognition includes exposure to youth and charitable organizations who wish to hold

fundraising washes. With the advent of the certification program, charity washes were rendered illegal unless held at a professional facility. As part of their certification requirements, each carwash location must host a minimum of three charity carwashes each year.

“[Operators] find it’s not a bad business operation for them because they draw in new customers in a larger volume on the days that they do the charity events,” says Guz. “They don’t seem to mind, once they’ve done it once.”

With four Washem locations, Sartor must hold at least 12 charity washes during the year, but he embraces the requirement as an opportunity to educate the public. He says he typically works with junior high and high school students specifically for this purpose.

“I give them a talk about the environment and water consumption at the carwash,” he says. “I talk to them about runoff and how different it is handled here and how it is treated, as opposed to when they [wash a car] at home.

“We have a real opportunity to influence young minds, which eventually, obviously, will be good for the business,” he continues. “But we can add to our stewardship by educating people because they don’t think about this stuff.”

That is another benefit to being proactive and working to strengthen ties to the community. The long-term benefits can be enormous. “The [operators] that are real leaders are all giving back to the community,” asserts Sartor. “That’s one of the things that we have to do as an industry. Whenever you do that, people get to know you and it gives you an opportunity to talk about your business.”

And yet with all of the positives from the San Antonio certification program, there are only a few instances of similar adoptions across the country. Even fewer of those were instituted as proactive measures.

“I can’t tell you how many seminars I’ve given on this over the years,” says Sartor. “It takes a threat to make people do this. I wish

I could tell you that everybody in the carwash industry will have an epiphany and go right down to the regulator’s office. But they’re not going to.”

That doesn’t mean, of course, that Sartor will stop championing the need for operators to set a plan in place before desperation becomes the primary motivation.

“If you’re already in a drought or you’re going into a drought, then you better get started right away,” he says. “If you’re not in a drought, the water conservation folks have a phrase that every drought is a great opportunity to get ready for the next one.”



Courtesy of Modern Car Care, © 2008



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An advertisement for Parker Engineering's SlugBuster Coin Acceptors. The top right corner features the Parker Engineering logo. The main headline is "SlugBuster® Coin Acceptors". Below this, there are several paragraphs of text describing the product's reliability and the company's commitment to quality service. A photograph of a coin acceptor unit is shown on the right side of the ad. The bottom of the ad features a large, bold statement: "That's our promise. We've built our business on it." and a page number "13" in a green circle.

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Is old and outdated equipment costing you business and valuable time? Tired of equipment failure or just poor performance? Air Logic offers low pressure systems at an affordable price!!

LOW PRESSURE systems can be used for:

- Pre-Soak
- Tire/Motor
- Foam Brush
- Bug/Tar

Triple Foam System

Stay ahead of your competitors...

- It's a thick, foamy, colorful, and high fragrance clear coat polish.

TRIPLE FOAM systems come completely assembled.

Systems include:

Stainless steel tanks, 506 Hydrominders, Flo Jet Pumps, Air regulators and gauges, Product Solenoids, Solenoid Manifolds for air and product, Stainless steel wall mount panels.



System Includes:

- Stainless Steel Product Tank
- FloJet Pump
- Solenoid Manifolds for Air & Product
- Stainless Steel Wall Mount Panels
- 506 Hydrominder
- Air Regulator with Gauges

Comes with a
FREE
Chemical Start-Up
Package!



Water Based Hydraulic Fluid

with Doug
"The In-House Soap Specialist"

Water based hydraulic fluid is quickly becoming the norm in the car wash industry, and the benefits are many. No more shut downs for oil cleanup, no more oily hydraulic fluid in your reclaim water, and as an added bonus the cost of water based fluid is not tied to the price of petroleum. In fact a soy based product is now being offered that provides all the benefits of the oil and water based fluids but comes from a completely renewable source.

For operators out there who have had the pleasure of cleaning up after one of their hydraulic lines have broken in the wash and were unlucky enough to be using a oil based hydraulic fluid the cleanup was a nightmare. From mitters and wraps to the floor and equipment everything covered in an oily mess, not to mention the downtime for cleanup and repair. Imagine the same scenario with a water based product, clean up just got much easier. The water based and soy based fluids also utilize a leak spotter that under ultra violet will show any possible weak spots in your system and allow you to replace worn hoses before they break.

Before changing out the system to the synthetic fluid it is wise to contact the OEM and ask for their recommendations regarding synthetic fluids. Based on the construction materials of the system there may be fluids that cannot be used in the equipment. The use of fluids that are either unknown fluids or not recommended by the OEM may void any limited warranties that are in force. Always seek approval from the OEM and get an affirmation, if possible, in writing. If the OEM cannot guide you in the fluid selection then it is best to contact the various hydraulic component OEMs and fluid suppliers prior to changing the fluids. Most reputable fluid suppliers will be able to advise you as to whether or not the fluid is compatible with your system construction. For example: some fluids react with non-anodized aluminum or galvanized components. Still again, there are some fluids that cannot be used with certain seal materials. If your system contains questionable materials, then you should proceed with caution and do further research by contacting fluid power and hydraulic fluid professionals. From the fluid supplier always ask for a reference list of other similar applications that you can contact to confirm the claims made by the fluid supplier, and make sure that you contact them. Do not purchase any fluid prior to completing your research. Get to know the characteristics and properties of the fluid that you are converting to. There

are a number of important things that must be understood. Your fluid supplier should be able to provide you with the information and also should be able to explain the information in terms that you can understand. If they can't, then find another supplier.

One of the most positive characteristic of water glycols is that they are not only fire resistant but also biodegradable and many are "readily biodegradable", which means that 60% of the fluid is degraded within 28 days or less when exposed to the environment. This is where the green option comes in. Although the origins of water glycols was not for their eco-friendliness it is that very characteristic that has created new opportunities in industries that never considered it before. Water based fluids are easily cleaned up with soap and water and will not harm water treatment facilities if small amounts get into the effluent, lakes and rivers, or the soil.

Water based fluids are easily cleaned up with soap and water

In the past, the selection of fluid was primarily for specific features such as fire resistance or the ease of vehicle cleaning in the case of carwashes. Now fluids are not only being selected for the primary functional features but also their eco-friendliness. And, in some cases the eco-friendliness outweighs the particular performance characteristics in the decision making process. Today the user has many options and the availability and convenience of eco-friendly fluids are now affordable for all who wish to take advantage of the "Green Option". †

Happy Washing!

Doug "The In-House Soap Specialist"

FIBERGLASS GRATING

- Non-Slip
- 1.5" Thick
- Lightweight
- Easy To Install and Maintain
- Corrosion, Fire, and Impact Resistant

Can Be Used For:

- Flooring
- Stairs
- Bridges
- Ramps
- Walkways

Available in gray, green, and yellow.



See the equipment section of the Kleen-Rite catalog for a listing of sizes available.

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DOG WASH

You can give dog owners a clean, safe, easy to use, affordable alternative, while maximizing profits and increasing traffic at your location. Dog owners love the convenient, hassle free, easy to use functions provided by the self serve dogwash unit. No more making appointments, buying shampoos and treatments, spending lots of money and cleaning up the mess.

Cleaning your pet has never been easier!



Got **SOAP** or **Chemical** QUESTIONS?

Call Our **NEW**

in house Soap Specialist

Let **KLEEN-RITE CORP.** help you find the right chemical solutions for your operations needs!



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Equipped with a stainless steel bill & coin acceptor meterbox and 10 selection rotary switch. The coin meter accepts tokens, coins and \$1's, \$5's, \$10's and \$20 dollar bills. The rotary switch allows the pet owner to select from a wide variety of grooming activities. A dual-speed dryer The easy non-slip ramp invites the pet into the tub. The waist high tub provides the owner with comfortable access to their pet. Call for your free information packet or visit www.dogwashonline.com



QUALITY 5 GALLON PET WASH SHAMPOOS & TREATMENTS

What's New In LIGHTING?

by Ken Gabron, Gabron Lighting

Quality, Savings and Better Lighting For Your Investment

When the subject of saving energy comes up, one of the first reactions is to start turning off lights. The fact is that if every lightbulb in America today were shut off at once it would only reduce energy consumption by 7% of the nation's total energy usage. Though lights need to be considered when discussing energy efficiency, the fact is that there are other alternatives than darkening our lots.

A well lit operation is much more appealing at night. It lets potential customers know that you are open and doing business. On the other hand a darkened, poorly lit location gives the impression that you are

Our T5HO & T8 Fluorescent bay fixtures are specifically designed to replace conventional H.I.D. lighting. It's an ingenious blend of



technologies as it combines the advantage of T5 and T8 linear fluorescent lamps with the mounting flexibility of the bay. The fluorescent bay is an environment friendly lighting solution because it exceeds the demands of today's growing energy requirements.

A well lit operation is much more appealing at night. It lets potential customers know that you are open and doing business.



a darkened, poorly lit location gives the impression that you are going out of business or closed

going out of business or closed. Plus poorly lit locations deter customers who may feel unsafe or at risk from potential predators or vandals. Bright lights act as a deterrent to vandals and the criminal element. So when it comes to lighting, my slogan has always been "Go the Extra Mile!"

With new energy efficient lighting you can save energy while still harnessing the use of lighting to enhance traffic and safety.

bright lights deter vandals & other criminals



Standard 400 watt metal halide fixtures, rated for 36,000 initial lumens, lose up to 45% of their lighting ability through depreciation and fixture inefficiencies. When compared to only 6% loss of the T5 HO fluorescent bay rated for 20,000 initial lumens, the maintained Lumen output is virtually the same.

A four light 54 watt HO T5 bay requires only 239 watts as compared to the metal halide which consumes 454 watts, a dramatic 50% savings in energy usage. In addition with features like instant on and low-temperature operation.

Metal Halide does have a use in the car wash business as well, the term combine lighting source which does give you a wide range of proper colors. BRONTECH is a company that is recreating better lighting products for colors, life of the product and help keeps your energy cost down.

The bottom line is your customers want to see their washes cars gleam in the crisp, clear light. Lighting makes customers' cars sparkle like new, so they keep coming back again and again. Make your car wash bays bright and energy efficient!

TIRE CARE PRODUCTS

**Fierce Shine
Tire Foam**
18 oz.



6 per case

AR14900

Extreme Tire Shine
22 Ounce Foam



6 per case

AR78004

**Extreme Tire
Shine Gel**
18 oz.



6 per case

AR77960

Extreme Tire Shine
15 oz. Aerosol



6 per case

AR77958

Tire Foam
20 oz.



12 cans per case

AR40320

Retail Classics



**Multi-Purpose
Cleaner**
20 oz. Trigger

12 per case
*CASE ONLY

AR30200



**Leather
Protectant**
16 oz.

6 per case.

AR78175



**Tuff
Stuff**
22 oz. Aerosol

12 per case

AR71153



Detailer
16 oz.

6 per case.

AR78173

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TO-GO WIPES

6 per case
25 per pouch



Cleaning Wipes
AR78434



Auto Glass Wipes
AR78431



Exterior Detailing Wipes
AR78433

Boost Your Sales In Vending!



Protectant Sponge
VS10800
100/case



4oz. Protectant
AR13040
24/case



Cleaner Sponge
AR30800
100/case



4oz. Tire Foam
AR40040
12/case

Extreme Tire Shine

2 oz. Vending Pack



AR78467

100/case

Servicing the carwash, high pressure washer, convenience store, and misting industries for over 35 years!

Care about high quality, time proven equipment, delivered when promised?

So do we!

Experience the J.E. Adams difference!

For over 35 years, we have been perfecting the process of getting high quality vacuums, air machines, and car wash products efficiently from our factory to you – on time! Our streamlined processes and superior customer service will blow you away! When we say your product will be ready, we mean it, and we deliver on time!



29000



29025



29015



8670-2WTA



8670-2WBTA



15000



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Fast. Hot. Green.

Tankless Water Heaters Save Energy, Space and Money

by Mike Lefever, Kleen-Rite Technician



Instantaneous water heaters heat water directly without the use of a storage tank.

Therefore, they avoid the standby heat losses associated with storage water heaters. When hot water is called for, cold water travels through a pipe into the unit. The flow causes a gas burner to fire, heating the water. As a result, demand water heaters deliver a constant supply of hot water. You don't need to wait for a storage tank to fill up with enough hot water.

washes in York, Pennsylvania, is well versed in the use of tankless water heaters in a car wash application. He first tried one in a 4-bay self serve location. "I hung it on the wall and hooked it up, and it just worked," John says. It was in operation for years until he sold that location, and in all that time he "never even had to take the cover off." That car wash has recently undergone a total rehab by the new owners, and the only piece of equipment that wasn't replaced is that heater.

Manufacturers of tankless water heaters claim they can be up to 50% more efficient than tank water heaters.

Tankless water heaters are available in both natural gas and propane varieties.

By only heating the water as needed, and not burning gas to keep stored water hot, tankless water heaters can offer significant gas savings versus traditional tank-style heaters. Manufacturers of tankless water heaters claim they can be up to 50% more efficient than tank water heaters.



John Slatky, owner/operator of Splash N Dash and Splash Away car

Based on that experience, when the tank-style water heaters at his other washes were getting old and needed replaced, John decided to go with tankless heaters. He currently has 5 Takagi tankless water heaters at each of his 8-bay self serve locations, 3 being used for his floor heat and 2 for hot water for his wash bays. Some of the things he likes about these heaters is that they're compact, wall-mounted, and extremely



Fast. Hot. Green. *continued*

The chimney stack ties all 5 stacks together



quiet. With multiple units tied together, it allows him to turn off any heaters he doesn't need. For example, if it's not going to get extremely cold, he can turn off one of the floor heat units and just operate the other two. This also provides a certain degree of protection against malfunction, since if one of the heaters would fail, the others would continue to operate. Any maintenance that needs to be done is also simplified by this setup, as one heater can be shut down for service or replacement while the others stay in service.

John is very happy with the tankless heaters, and indicated he "would buy them again in a heartbeat," and if his home water heater ever needs replaced, he is going to go with the same type of heater he has at his washes.



John Slatsky,
owner Splash-A-Way Car Wash

In today's world of ever-increasing fuel prices, having more efficient means of producing hot water for your car wash is definitely something to consider. †

Magic Mist



MM305	Lemon Twist	MM365	Musk
MM310	Icy Mint	MM370	Wild Cherry
MM320	Orange Citrus	MM375	Piña Colada
MM325	New Car	MM378	Baby Powder
MM340	Forest Pine	MM380	Strawberry
MM360	Country Spice	MM385	Jasmine
MM395	Vanilla	SAVE	

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YOUR RELIABLE SUPPLIER FOR THE CAR WASH INDUSTRY

72 Pouch Paks
12 Carded Paks
12 Piece Assorted Klip Strips

Patriot
Vanila

Bones
Ocean Breeze

2 New
Shirts!
Tagged Manly Cologne
Fairy Baby Powder

Bling
New Car

Camo
Pine

Buddy
Peach

Puerto Rico
Pina Colada

Hippie
Spiced Berry

Sexy
Strawberry

Rebel
Cherry

Vending Overlay Decals Available For Each!



Tradeshow SCHEDULE

Kleen-Rite is hitting the road after the New Year.

We will be exhibiting at various regional trade shows this season.

We hope you come to one of the shows & stop by our booth.

Below is our trade show schedule, we hope to see you there!

Feb 15-17	South West Car Wash Convention <i>Sheraton Convention Center, Arlington, TX</i>
March 10-11	CARWACS Car Wash Convention <i>Congress Centre, Toronto, ON, Canada</i>
March 13-14	Heartland Car Wash Convention <i>Adventureland Palace Theatre, Des Moines, IA</i>
April 1-4	ICA Car Care World Expo <i>Las Vegas Convention Center, Las Vegas, NV</i>

BLUEMAGIC

Vinyl Plus



VSNA16
100/Case

Bug & Tar



VSNA19C
100/case

Black Jack



VSNA27C
100/Case
VSNA27
24/Case

Glass Cleaner



VSNA10C
100/case

Rain Vision



VSNA25C
100/Case
VSNA25C
24/Case

Never Fog



VSNA28C
100/case
VSNA28
24/case

Just for Leather



VSNA17C
100/Case
VSNA17C
24/Case

Pump Repair? Don't Despair!



Let Kleen-Rite
Fix Your Pump **800-233-3873**

AVAILABLE FROM
KLEEN-RITE CORP.

DRY RIGHT WITH PROTO-VEST

*Our highly engineered systems use **low horsepower** while providing the best dryer performance on the market!*

*A great example is our **INBAY RM DRYER** designed specifically for automatic/rollover applications:*

- ▶ Efficient design that requires minimal horsepower
- ▶ Bags that direct air velocity and CFMs to proficiently remove water from the vehicle
- ▶ Dent proof
- ▶ Corrosion proof
- ▶ Easily assembled in under 30 minutes
- ▶ Dries the car in half of the time
- ▶ Top bag is angled 10 degrees towards the rear of the vehicle to dry the backs of vans and SUVs
- ▶ Compact size allows it to fit into narrow bays
- ▶ Extended equipment life and reduced maintenance
- ▶ Can be combined this with the Proto-Vest Silencing Package to reduce decibel readings lower than OSHA regulations
- ▶ Available with the optional InBay Starter Package

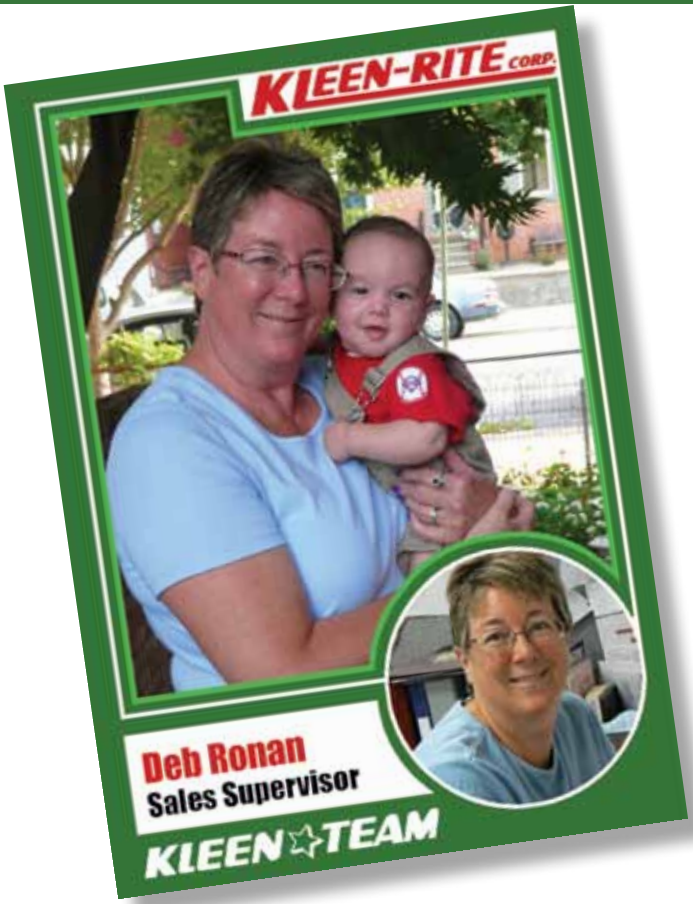


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and get the best in
automotive drying!

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THE KLEEN TEAM

Deb Ronan
Sales Supervisor

Hi, my name is Deb Ronan and I am the Sales Supervisor at Kleen-Rite Corp. Eleven years ago I started my career as a part-time employee. Since then I have had the opportunity to work in many aspects of our company. Each day is filled with new experiences. I enjoy working with all our customers and vendors. These are some of the reasons I can say I love my job. I look forward to meeting new challenges as our company continues to grow.

On the home front I spend my free time with my husband Denny and our two daughters Denise and Lauren. My new favorite past time is enjoying our first grandchild, Elijah Joel, age 5 months. I enjoy gardening and reading. I love a few days away in the quiet, camping in our RV.

All of us at Kleen-Rite want to thank Deb for her years of service and helping Kleen-Rite grow to become what is is today.

NOW AVAILABLE FROM
KLEEN-RITE CORP.
YOUR RELIABLE SUPPLIER FOR THE CAR WASH INDUSTRY



WE ARE PLEASED TO OFFER YOU THE COMPLETE LINE OF QUALITY PRODUCTS FROM IDX. INCLUDING COIN ACCEPTORS, TIMERS & ACCESSORIES.

Car Wash *Rehab*

Kleen-Rite Turns This



Our Loganville Car Wash project started out as a conversation with one of our best customers, John Slatky, one day when he was at Kleen-Rite picking up his car wash supplies. John has several car washes and mentioned to us that his oldest car wash was in bad need of a major upgrade and renovation job but didn't know if he was up to the task with all the projects he had going with his other car washes and storage units.

The conversation continued and we eventually bought Loganville Car Wash - a 25 year old, 5 bay, self-serve car wash. Everything was in working condition and doing business as it was but we could see the potential that this car wash had with its good location and demographics. One of the first priorities that should be on your list as a car wash, or for that matter, any business owner, is having a good location. That is the corner stone of any customer driven business - a good, safe, visible and easily accessible location.

Loganville was no overnight success story as the saying goes. We continued to operate the car wash pretty much as it was for 2 years as we worked on the architectural and engineering drawings, plans, required permits, zoning issues, financing as well as the arduous task of lining up contractors for the many types of work to be done. This seemed like the hardest part of the job because it's not what we do everyday and dealing with the bureaucracy is very frustrating.

The most exciting and familiar part of the job was specing and installing all the newest and most up-to-date carwash equipment and technology and making this a premier show case wash site for Kleen-Rite. This is what we do everyday; help customers upgrade and replace their equipment to make their car washes more profitable, efficient and appealing which ultimately makes car wash operators lives easier, simpler and stress-free.



Car Wash

Rehab



Into This!



We started the project in the beginning of December 2007 by shutting down the car wash completely. We first gutted the car wash bays, equipment, electric, etc and then tore the roof off so that all there was to the wash was several standing walls. Next was extending the bays to make room for the addition of 2 touchless automatics, a pet wash bay, a vending center and adding some walls to close in an outside bay. This was all done in split face block for a nice new wash look. After the block work was done, the new trusses and red metal roof were put back on to cover the newer Loganville Car Wash.

While the new roof and supply trough was being finished, as well as a plethora of other jobs, we installed new, upgraded water supply lines to handle the additional volume. A new 800 amp electrical service and all new wiring and panels were also installed. In the self service bays we put in all new Extrutech panels for the walls and ceiling as well

as new lighting, new fiberglass grating in the drains and troughs, new Mosmatic triple ceiling booms for high pressure, a foam brush system, Air Shamee dryers and a triple foam system. We installed variable frequency drive pump stands that deliver low and high pressure functions all through the pumps. We started with one Hydrospray Cobra Automatic and had the second bay prepped so we could easily add another one.

The new coin boxes take coins, bills and credit cards for maximum convenience for our customers. To finish the new look for the outside and lot of the car wash we had the complete lot cemented and put new stainless steel vac islands with canopies and combo vacs on them. The Loganville Car Wash has only been open for 2 months and we are still wrapping up some of the final projects but so far we are very pleased with the results.



Go Green FAST FACTS...

Did you know....

...the average home-brewed car wash uses more than 500 gallons of water, according to the U.S. Environmental Protection Agency.

...commercial car washes, on the other hand, use around 32 gallons of water per car, according to the International Carwash Association.

...artificial lighting accounts for 44 percent of the electricity use in office buildings.

...for every ton of paper that is recycled, the following is saved: 7,000 gallons of water; 380 gallons of oil; and enough electricity to power an average house for six months.

...you can run a TV for six hours on the amount of electricity that is saved by recycling one aluminum can.

...by recycling just one glass bottle, you save enough electricity to power a 100-watt bulb for four hours.

...each of us generates an average of 4.5 pounds of waste every day.

...the EPA surveys find that indoor air is 3 to 5 times more chemically polluted than outdoor air?

Here are some ways to improve the gas mileage of your vehicle:

Start by changing your air filter. Simply take off the cover to the air-cleaner housing, remove the dirty filter and drop in a new one. Changing your filter every 12,000 miles is an easy way to keep your engine running smoothly.

Note: If you do most of your driving in dusty or sandy areas, you should change the air filter every 5,000 miles.

To ensure your fuel system is running at its peak, add a fuel cleaner to your tank every 3,000 miles. The cleaner removes deposits that can cause rough idle, engine hesitation and poor fuel economy.

Check your vehicle's owner's manual for the recommended fuel octane level. Don't buy a premium grade if it's not required. It not only costs more but may actually reduce your fuel efficiency.

Note: Using gasoline with a lower than recommended octane level can cause misfiring and even over heating.

Even something as simple as properly inflating your tires, lightening your load or replacing a worn out gas cap can save your money.

Note: A gas cap with a faulty seal can cause fuel to evaporate from your tank, and under inflated tires consume about one mile per gallon of extra gasoline.

MEAN GREEN PRESOAK



- Now has a special foaming surfactant that provides a thick, even, foam coverage.
- Cleans both horizontal and vertical surfaces more effectively.
- Works great to clean brake dust off of rims and tires in both automatics, rollovers and self-serve functions.
- Customers tell us they like Mean Green Presoak as a tire cleaner, as well.
- Great smelling Citra Clean scent!

KLEEN-SCENE SPECIAL PRICING!



MEGA-VENDOR III

The Mega-Vendor™ III is a great new addition to our product line. It is rated for outdoor use and has built in security features including: Heavy gauge steel lock cover, triple pane heated glass protected by a polycarbonate panel, steel vandal panels, and a steel keypad cover built in. These features combine to enable use without a security enclosure.

The Mega-Vendor™ III is a glass front vending machine. It is available in two different configurations, 6 product trays, or 4 product trays with 2 drink trays. The machine will vend 46 to 50 items depending on the size of each product. The Mega-Vendor III creates exciting new opportunities for the carwash owner.



39" REFRIGERATED

MG90030 - 6 Product Trays

**39" REFRIGERATED
WITH DRINK TRAYS**

MG90040 - 4 Product Trays 2 Drink Trays



RainWipes®

- Clean faster, easier and safer!
- Eliminate swirls and scratches!
- Holds 8 times its weight in water!
- Absorbs dirt and moisture away from surface
- Use wet or dry for cleaning



Blue

VSKMF100

White

VSKMF100W

**100 per
case**

**MICROFIBER
VENDING TOWELS**

AVAILABLE FROM
KLEEN-RITE CORP.
YOUR RELIABLE SUPPLIER FOR THE CAR WASH INDUSTRY

Little Trees® TOP TEN

#1 NEW CAR

72 Pouch Pack
VS10189
24 Card Pack
VS50189



#6 COCONUT

72 Pouch Pack
VS10317
24 Card Pack
VS50317



#2 BLACK ICE

72 Pouch Pack
VS10155
24 Card Pack
VS50155



#7 WILD CHERRY

72 Pouch Pack
VS10311
24 Card Pack
VS50311



#3 VANILLAROMA

72 Pouch Pack
VS10105
24 Card Pack
VS50205



#8 PEACHY PEACH

72 Pouch Pack
VS10319
24 Card Pack
VS50319



#4 STRAWBERRY

72 Pouch Pack
VS10312
24 Card Pack
VS50312



#9 JASMINE

72 Pouch Pack
VS10433
24 Card Pack
VS50433



#5 ROYAL PINE

72 Pouch Pack
VS10101
24 Card Pack
VS50101

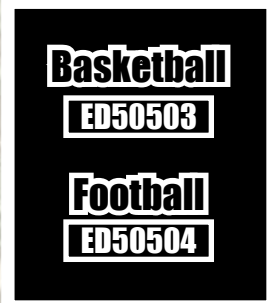


#10 WATERMELON

72 Pouch Pack
VS10320
24 Card Pack
VS50320



Game Play™ VENT CLIP



**6/PACK
EACH**

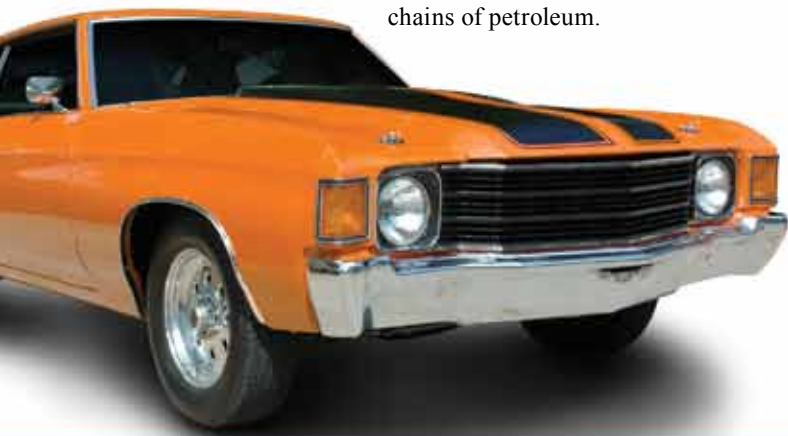
Cleaning Green:

Green Earth Technologies brings biodegradable products to the car wash industry.

The world is going green, and Green Earth Technologies is here to help. The Stamford, Connecticut based firm, which launched its line of biodegradable products for automotive appearance and performance at AAPEX 2007, has spent its first year breaking into the green market with some of the most innovative products that the car care industry has seen to date.



The diverse collection of scientists and executives at Green Earth Technologies spent many years developing a base material for cleaning and lubricating products that did not rely on petrochemicals. Using nanotechnology, dehydrogenation, animal fats and plant oils, they came up with a ground-breaking formula. The unique GET base material replaces traditional petrochemical bases used in similar products with a formula that is biodegradable, significantly safer for the environment, and free from the chains of petroleum.



GET's biodegradable 2-cycle engine oil, called G-OIL™, has been making waves in the motor oil industry since its introduction one year ago. When burned, traditional, petrochemical based 2-cycle engine oils used in lawn mowers, tree trimmers, edgers, chainsaws, and other small engines, produce 50 times the CO₂ of 4-cycle engines. The use of GET's bio-base results in an engine oil that does not burn when mixed with gasoline in an engine, eliminating the smoke from oil and noxious fumes.



G-OIL passed the American Petroleum Institute's (API) battery of engine tests with flying colors. Test results showed that the oil meets or exceeds the performance of a petroleum-based reference oil on key performance criteria including piston scuffing and skirt varnish, ring sticking and eliminating spark plug fouling in pre-ignition.

In the coming months, GET will release a 10W-30 weight motor oil that is already setting new standards for biodegradability. The product biodegrades over 90 percent in just nine days, easily surpassing standards for an Ultimate Biodegradable rating. The standard defined by the American Society of Testing Materials (ASTM) states that the oil under scrutiny must achieve degradation greater than or equal to 60 percent in 28 days. G-OIL™ achieved a landmark 150 percent of the required degradation in less than a third of the time.

The car appearance retail product line, awarded a "0" MSDS hazardous rating, includes seven biodegradable solutions made with the patent pending plant oil base, and is now available in convenient vending 3 and 4 oz size bottles.

G-WASH™ Heavy Duty Hydrophobic Car Wash is a highly concentrated cleaner/degreaser. The hydrophobic solution causes water to bead and roll off, leaving a spot free shine. The blend of plant based products penetrates into dirt and oil, breaking them into billions of small particles that repel each other. This makes it impossible for them to stick back together and form spots on your cars surface. These tiny particles are





ingested by bacteria in the environment and are therefore safe to wash down storm drains. The largest size available is cases of 6-half gallon sizes and is great for any detailing done on-site. This product is not available as a vending item.

G-WHEEL™ Wheel Cleaner uses the same technology to remove baked on brake dust and dirt buildup and leave an incredible shine. The solution is safe to use on all wheel styles and surfaces. Available in a 4 oz vending size.



G-WHEEL™ Brake Dust Shield protects against brake dust and dirt buildup while leaving a protective and invisible nano-coating shield that resists brake dust re-coating for over 30 days. Brake dust and road grime sticks to the shield and can be safely rinsed away. It's safe for all wheel styles and surfaces and does not need to be reapplied after wiping. Available in a 4 oz vending size.



G-TIRE™ Ultimate Tire Shine removes dirt and road grime from the tire, and leaves a lasting shine while protecting the surface. Available in a 4 oz vending size.



G-GLASS™ Organic Glass Cleaner is a unique organic formula for windshields, mirrors and windows. G-GLASS™ keeps surfaces cleaner much longer than other products by creating an invisible, anti-static residue that reduces future dust and dirt buildup. The formula clings to the glass, penetrates the surface, and dissolves and removes hydrocarbon soils including petroleum derivatives, fats, oils, greases, road tar, bugs, tree sap and sugars. The product is Ammonia free and compatible with all automotive brand urethane sealants. Available in a 4 oz vending size.



G-GLASS™ Anti-Fog is a hydrophobic formula that penetrates the windshield's interior side and forms a chemical bond, preventing fog buildup inside the vehicle. Available in a 4 oz vending size.



G-GLASS™ Rain Repellent is a hydrophobic glass treatment that penetrates the windshield to form a chemical bond. It repels rain, ice, snow, bugs and road grime for up to 6 months after one application. Available in a 3 oz vending size.



Lou Ball, former Armor All representative to the car wash industry is currently working with Green Earth Technologies. He recognized the retail line could be extended to include vending products. He comments, "Car wash customers should have access to the growing trend for green products. These products perform equal to or better than current petrochemical based items, but are still reasonably priced."

The company lives by their motto, "Save the Earth – Sacrifice Nothing," always working to deliver green products that perform, without charging consumers a premium. "It's important to our company that we don't make customers pay more to do their part for the environment," says Jeff Marshall, president and CEO. "For the green movement to work, green products need to be as attainable as traditional products. It's an idea we've kept with us since day one."

Not only are the products themselves biodegradable, but the firm also uses sustainable packaging that is safe for the environment throughout its life cycle. Bottles are 100% recyclable and are made from recycled plastics ranging from 25% to 100% post consumer content. Labels are printed using water based inks on recycled paper.

As the world's consumers and distributors of green products become savvier about what's green and what's just green-washed, Green Earth Technologies is establishing itself as a manufacturer that can be trusted. The company's investments in extensive testing and research guarantee true, high performance green products that deliver what they promise. ✦



The new vending line is available through Kleen Rite Corp., one of the nation's largest suppliers to the car wash industry. For more information on these new products, call Kleen Rite at 800- 233-3873.

Shipping Update

Consolidate & SAVE!

by Steve Deeg, Kleen-Rite Operations Manager

With rising utility and fuel costs, uncovering ways to be more efficient is critical. One opportunity may be to examine your freight costs and purchasing procedures. Whether you are receiving a small parcel shipment or a full pallet shipment from a common carrier, each carrier charges a minimum amount to get the piece moving. For example, a 1 lb package delivered by a small parcel carrier like UPS or FedEx may cost \$4.32 to ship to your zip code yet a 5 pound package to the same zip code only costs 68 cents more. As the weight per package increases your cost per pound will decrease.

If you are ordering frequently or smaller and lighter weight orders you may want to consider consolidating your purchases. If you really need those foot valves and repair kits and you were thinking about replacing some of your guns, wands, or hoses, by ordering them all together as one shipment you are saving on your overall freight costs.

But wait, there is even more potential for savings by consolidating your order. UPS and FedEx small package services provide discounted pricing on shipments that total 200 lbs or more. Once your order weight reaches this threshold you will see some of the best savings possible.

As your order size grows and the weight and number of pieces of the shipment increases, shipping with a common carrier may be the most cost effective method. Pallets and the cases contained on them are handled fewer times by a freight carrier than by a small package carrier. But how do you know whether to make the choice between a pallet shipment and a small package shipment? Kleen-Rite can help you through this process and will help recommend the best method to meet your needs considering cost and service.

All drum orders will deliver with a liftgate unless the customer requests otherwise. Please be advised that requests such as liftgate, residential delivery, and appointments, may sometimes delay normal transit times due to constraints at the delivering carrier's terminal.

After your freight shipment with a common carrier leaves our facility, Kleen-Rite notifies you with the carrier's name, phone number, and the tracking number. With small package shipments with UPS or FedEx, Kleen-Rite notifies you by fax or email with the tracking information. With this information you will be able to track the shipment as it travels to its destination.

Of course the best savings possible is free shipping! Order a pallet of soap and Kleen-Rite will ship the soap and any parts and vending that fit on top of the pallet to anywhere in the continental United States at no charge.

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GIVE YOUR CARWASH THAT BRAND NEW LOOK FOR YEARS TO COME!

by Brandi Kloostr
Ideal Shield

Today, we hear much about global warming and general concern for the environment. Around the world and in our local communities, citizens are making great strides in trying to preserve our planet. Ideal Shield is certainly among that group. It is the goal of Ideal Shield to create useful products for customers, but doing so in a manner that will conserve energy, preserve our land, and promote major impact on how we treat our environment altogether.

The most important way we have positively impacted the environment is through the products we sell that not only save the environment, but also save you time and money.

PAINT POLLUTES OUR ENVIRONMENT THROUGH GROUND, WATER AND AIR

Over the past 10 years, Ideal Shield® customers have saved the environment from millions of gallons of paint. Standard bollards require continual maintenance such as scraping, rust removal treatments, and repainting. Paint pollutes our environment through the ground, water, and air. The Ideal Shield® Bumper Post Sleeve was designed to eliminate the continual need for paint. The Bumper Post Sleeve eliminates paint toxins by sliding the polyethylene thermoplastic sleeve over an existing steel post.

The sleeve provides you with a new look that is sure to last for years to come and you would never have to paint again! The product is manufactured from 100 % recyclable plastic. The use of UV rays allows Ideal Shield to provide another environmentally friendly product.

THE PRODUCT IS MANUFACTURED FROM 100% RECYCLABLE PLASTIC



UV LED Fixtures and components are “State of The Art” technology in the new era of non-electric energy saving products. Ideal Shield offers a Lighted

Bollard that utilizes ultra violet rays throughout the day, causing its light to shine bright all night long, eliminating energy usage and battery consumption. The Lighted Bollard is cost effective in that you wouldn't have to regularly purchase batteries, dispose of them or use an electrical source to power it. The UV rays recharge and are stored in the LED capacitor during the day, allowing enough energy to power the light in fog, snow, and darkness. The LED can be programmed to a flash sequence or steady mode to meet the customer's needs.

At Ideal Shield®, we strive to bring you cost conscious, green products, which are cost effective and competitively priced.



OPERATOR SPOTLIGHT



Fast Lane Auto Wash Harrisburg, PA

When Mark Tyndale of TNP Investments began planning for their new facility in Harrisburg, PA, he wanted to make the new car wash as eco-friendly as possible. Rather than fight the push to go green, he decided it would be easier and pay in the long run to “go with the flow”. The business is directly involved in conserving its resources, most importantly water and power.

The wash consists of four bays. Two devoted to touchless automatics and the other two are soft touch automatics. There are also ten vacuums, an indoor vending area and a gift card dispenser at the wash.

Built with recycled materials, the exterior is coated with James Hardie Fiber Cement Siding a certified “Green” building material, while the main structure has insulated block walls for better R value.

Most impressive is the Pro-Pak Underground Biological Water Reclaim System, a 14-thousand gallon storage tank sitting below the ground.

It, along with the technology, enables the car wash to recycle up to 90 percent of its water.

“It’s actually a live bacteria system. So it feeds on oil, grease and solvents,” said Tyndale.

Other Green features include:

- Aqua Cera “Salt free water softener” which prohibits back wash and does not require the use of salt.
- 4000 gallon RO reject recovery and repressurization system for wash water and landscape watering.
- 40 Horsepower VF Drives for each of the four freestanding dryers reduce inrush keeping the electricity usage from spiking when the dryers start up, saving up to 30%-40% annually on electric usage.
- Ultra High Efficient Underfloor De-icing Boiler, uses a multi zone controller to only heat certain slabs when required. Installed below the slab reflective insulation.

The site is most impressive and with an ever increasing population becoming more conservation minded, the operation’s earth friendly policies have really caught on in the community.



Mark Tyndale



WINTER IS COMING... ARE YOU PREPARED?

WINTER ANTI-FREEZE CHEMICALS



Winter Foam Brush (RTU)	JBAF5	PINK
Winter Glow Foam Polish	JBWGFP5P	HOT PINK
	JBWGFP5B	ELECTRIC BLUE
	JBWGFP5Y	CANARY YELLOW
Triple Foam Anti-Freeze Detergent	PA5222	BLUE
	PA5223	RED
	PA5224	YELLOW
Anti-Freeze Detergent	KR5AF	PINK (CHERRY)
	KR30AF	PINK (CHERRY)
	KR55AF	PINK (CHERRY)
	KR30AF-W	WHITE
	KR55AF-W	WHITE



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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 a brand new look that will last for years to come!

Also Available:

CLEARANCE BARS



UV LIGHTED BOLLARDS



The unit collects rays that are converted into energy to shine bright all night long while eliminating energy usage and battery consumption. The Lighted Bollard reduces costs by eliminating the need to regularly purchase batteries, dispose of them, or use an electrical source for power.

A VARIETY OF COLORS TO CHOOSE FROM!



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