

THE KLEEN-SCENE

YOUR RELIABLE SOURCE FOR CAR WASH INFORMATION

ISSUE NO. 17 August, 2011

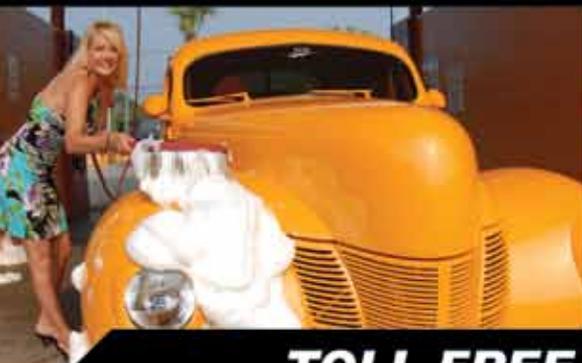
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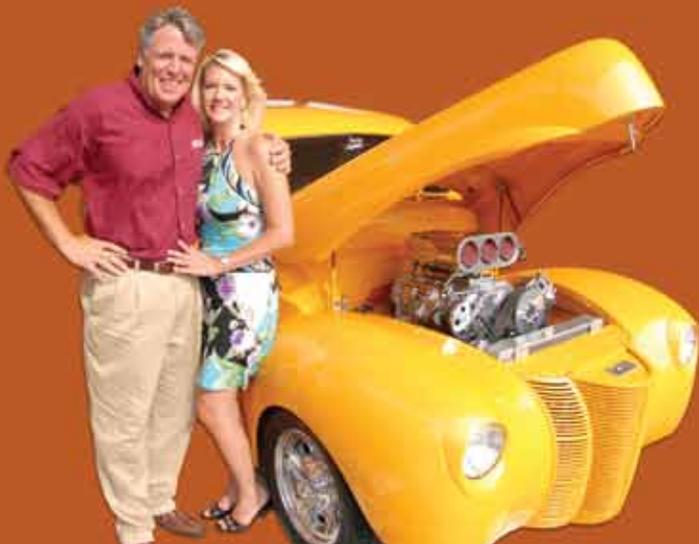
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ON THE COVER



We'd like to thank Jay Haines – President/ CEO of Textured Coatings of America, Inc. for providing his actual 1940 Ford hot rod with all steel body and 350 blown Chevy engine. And his fiancée, Francine Harper for helping us create this issue's cover.



The Kleen-Scene Staff

Publisher

Kleen-Rite Corp.. www.kleen-ritecorp.com

Editors

Mike McKonly Kleen-Rite Corp./President
Keith Lutz Kleen-Rite Corp./Vice President

Production Manager/Creative Director

John Tobias john@kleen-ritecorp.com

Contributing Editors

Tom Allen Kleen-Rite Corp.
Jay Haines Textured Coatings of America
Doug Gibbs Kleen-Rite Corp.
Ray Simon Giant Industries
Richard Livengood Telco Sensors
Chris Torrey Hydro Systems

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It is hard to believe that we already are into the second half of 2011. It seems to us, through conversations with our customers that folks in the industry seem to be a little more optimistic. Customers again are focused on growing rather than just maintaining their business. This positive trend is refreshing and allows everyone to concentrate on making the improvements necessary to grow. We can't stress enough to customers in the self serve segment of the industry to consider adding functions such as air dry, tri-foam and spot free rinse. Enhance your bays with the addition of new meter boxes that accept bills and credit card. These boxes are your contact with the customers so make it easy for them to use your wash. Each of these small additions can add percentage points to your sales!!!!

We launched our new website in May and in conjunction with the launch we have added thousands of product pictures to the site. In addition we have upgraded product information, making it easier to find the information that you need when you need it. We hope all customers use this valuable tool to enhance their experience with us. Look to our website to find new items as well as view our monthly specials. We have also been using e-mail each month to send out the specials so if you are not already receiving these e-mails request to be added to the list. We want to consistently deliver the information you need to run a more profitable business, through the web, e-mail, catalog and the Kleen-Scene we try to get everything in your hands.

We hope the trend continues to improve and look forward to visiting with customers in person at the fall trade shows. We will continue to work to improve all aspects of our business, trying to make your experience with us a great experience!!!! We wish everyone the best and look forward to being your reliable supplier for the car wash industry

Keith
Mike McHenry

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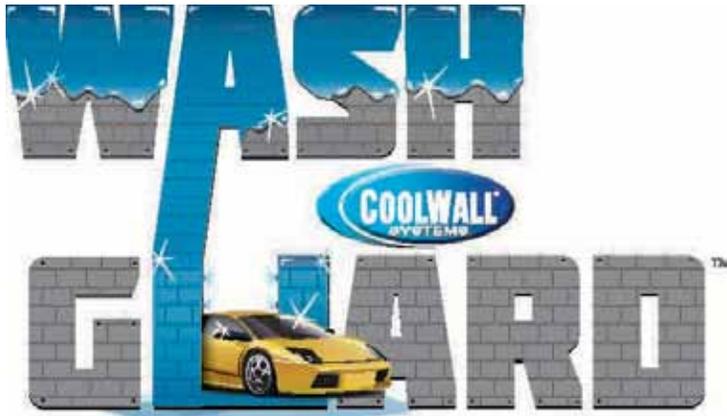
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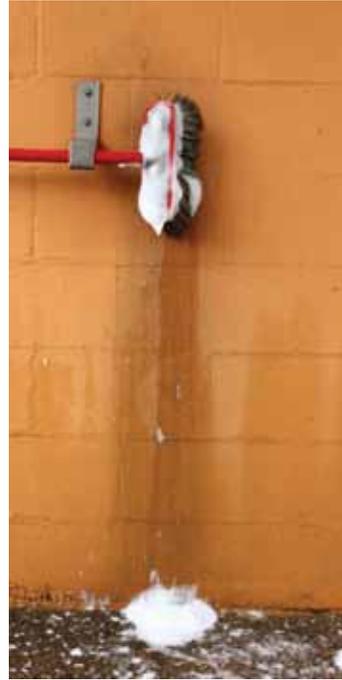
Revolutionary Coating System for Car Wash Walls.

Finally an answer to keeping your car wash looking new!



The harsh environment inside of automated and manual car-wash bays and tunnels requires constant repainting, cleaning, and maintenance to keep the carwashes looking clean and appealing to customers. Textured Coatings of America, Inc. (TEX•COTE®), who has been manufacturing paint and coating products for over 50 years, has developed a product that can finally put an end to this continuous cycle.

TEX•COTE®'s WASH-GUARD™ COOLWALL® System is a revolutionary wall coating system that has been specially



BEFORE
WASH-GUARD™



AFTER
WASH-GUARD™

formulated to resist soaps, chemicals, dirt, oil, grease, and even acids to provide a long-lasting surface for both interior and exterior

walls of carwash structures. The WASH-GUARD™ System has heat-reflective properties, which provide lower surface temperatures than traditional paints even in darker colors. Lower surface temperatures mean less expansion and contraction stress on the coating, resulting in increased durability for exterior applications. The heat-reflective technology also leads to superior fade resistance, allowing you to use dark, attractive colors on your carwash's interior and exterior walls without worrying about the colors fading prematurely or not matching. The specially formulated CLEAR-COTE provides a high-gloss finish that provides unprecedented chemical resistance and cleanability.



WASH-GUARD™ System still looks new after over 8,000 automated wash cycles.

TEX-COTE® recently unveiled its revolutionary new system at the Car Care World Expo in Las Vegas, NV. The feedback from the carwash industry was fantastic. Facility owners were excited about this new solution to keeping their walls clean. Owners explained how tired they are of spending thousands each year on harmful acids and chemicals that prematurely degrade the existing surface, creating a never ending cleaning and repainting cycle. The WASH-GUARD™ System is a water-based, extremely low VOC coating. It can be cleaned with a simple high pressure wash and the CLEAR-COTE stays shiny and new looking for years.



The WASH-GUARD™ System is available in over 570 standard heat-reflective colors and can be made to match almost any color chosen—giving you unlimited options for enhancing the visual appeal of your structure.

AVAILABLE FROM
KLEEN-RITE CORP.
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**BEFORE
 WASH-GUARD™**



**AFTER
 WASH-GUARD™**



The WASH-GUARD™ System has outstanding breathability, keeping efflorescence from constantly coming out of the walls.



After over a year from the date of application and thousands of wash cycles, the walls of George Kamzik's carwash in Panama City, FL still look like they were painted yesterday.

Carwash owners no longer have to use acid, harmful chemicals, or constantly repaint to keep their carwash clean!

Jay Haines, President and CEO of Textured Coatings of America, Inc. teamed up with friend and long-time carwash owner George Kamzik to develop the WASH-GUARD™ System. George, who is very particular about the condition of his carwash structures, was tired of constantly using harmful chemicals and repainting to keep

his carwashes looking clean. The various chemical solutions he had to use to be effective in cleaning the walls were not only detrimental to the painted surfaces, but George was also concerned about the impact washing these chemicals down the drain had on the environment. Now, the WASH-GUARD™ system has been applied to George's interior and exterior carwash bay walls for over a year and they still look like new. No chemicals have been required to keep the walls looking new, only an occasional wash with high pressure water to remove debris. According to George, "The performance of the WASH-GUARD™ System as compared to any paint that I've ever used is unbelievable. I used to be forced to clean my

bay walls frequently and still had to repaint them at least twice a year. I've had the WASH-GUARD™ System on my walls for over a year and over 8,000 automated wash cycles and they still look like I just painted them yesterday."



Revolutionary Coating System for Car Wash Floors

Slip-Resistant, Chemical-Resistant, Hot Tire Resistant Floor Coating

COOL-TEX®

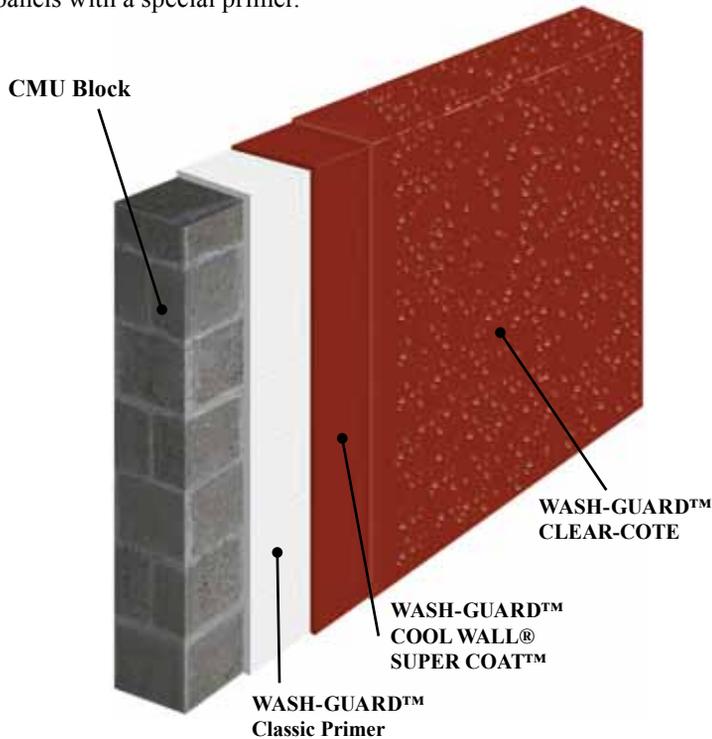


The COOL-TEX® concrete floor and deck coating system is a revolutionary system that has superior adhesion to bare concrete and can withstand spills from gasoline, brake fluid, oil, soaps, grease, and other auto-motive chemicals. It even resists staining from hot tire pickup. The COOL-TEX® System has a slip-resistant, high gloss finish that provides excellent cleanability as well. The special low VOC, water-based, epoxy formula is mildew, fungus, and algae resistant—meaning less maintenance for the carwash owner. Additionally, the System is heat reflective when applied to exterior

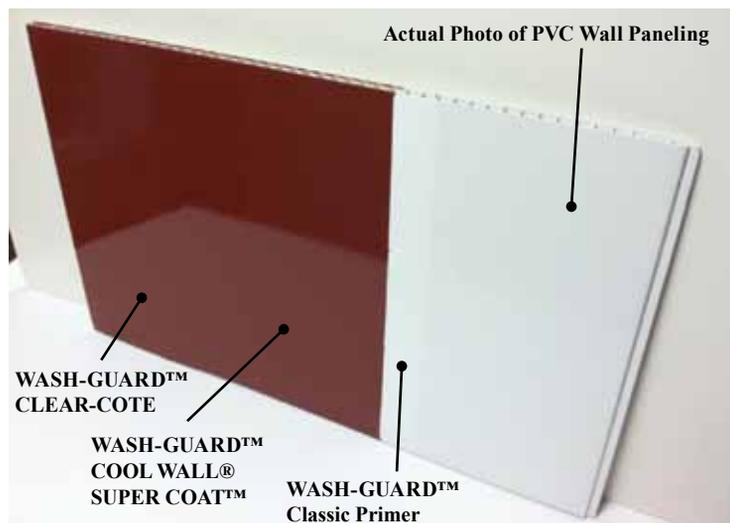
surfaces, providing a cooler walking surface even in darker colors. COOL-TEX® is available in 16 standard colors and can be applied as a one color smooth system or with multi-color decorative finishes. The product is simple to apply by roller directly to bare concrete.



The WASH-GUARD™ System is a three-part system designed for maximum protection. First, the WASH-GUARD™ Classic Primer is applied to the surface. Next, the WASH-GUARD™ COOLWALL® Finish is applied. Finally, the WASH-GUARD™ CLEAR-COTE is applied for a beautiful glossy finish and added protection. The system can be applied to many surfaces including CMU block, brick, concrete, and even metal, tile and PVC wall panels with a special primer.



The WASH-GUARD™ System can be applied to many different substrates with superior adhesion, including PVC wall paneling, allowing carwash owners to change the color of their vinyl walls. The system is also available in a non-pigmented, clear version which allows you to keep your current color scheme.



The WASH-GUARD™ System is easy to apply and can be applied directly by carwash owners or by local paint contractors. Contact Kleen-Rite Corp. for complete application instructions.

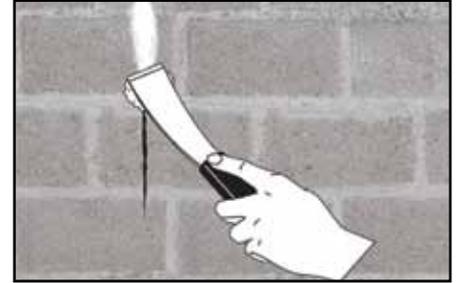
STEP ONE

Prepare surface by pressure washing, sanding, and/or scraping to remove all dirt and loose, flaking or peeling paint.



STEP TWO

Fill any cracks less than 1/8" with TEX-COTE® FLEX-PATCH®. Use appropriate cement patching compound for larger cracks.



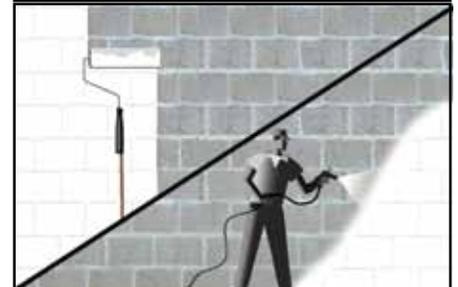
STEP THREE

Apply high quality acrylic caulk to the bottom edge of wall as well as any other areas where water intrusion could occur.



STEP FOUR

Apply WASH-GUARD™ Classic Primer at specified rate with either roller or commercial grade airless sprayer.



STEP FIVE

Apply two coats of WASH-GUARD™ COOLWALL® SUPER-COTE™ at specified rate with either roller or commercial grade airless sprayer.



STEP SIX

Mix WASH-GUARD™ CLEAR-COTE Part A and B with drill and mixing blade.



STEP SEVEN

Apply WASH-GUARD™ CLEAR-COTE in two coats at specified rate with a 1/2" nap quality roller cover.



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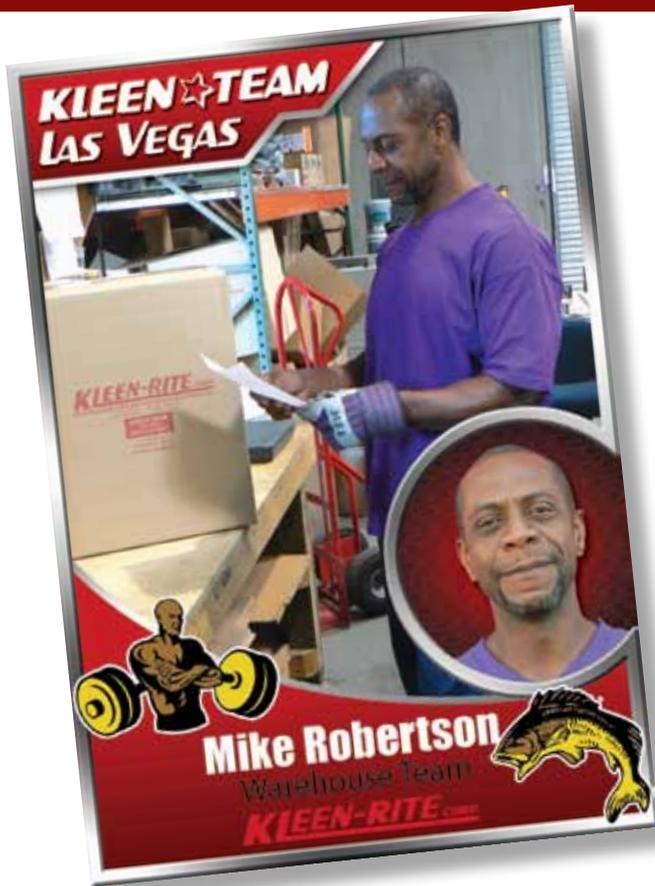


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THE KLEEN-TEAM

Mike Robertson

Las Vegas Warehouse Team

Originally from Madera, CA, Mike Robertson moved to Las Vegas in 1990 for a change of scenery. Happily married with 3 children, Mike enjoys lifting weights with his son Michael, playing baseball with son Seth and having long conversations with his daughter Brandi.

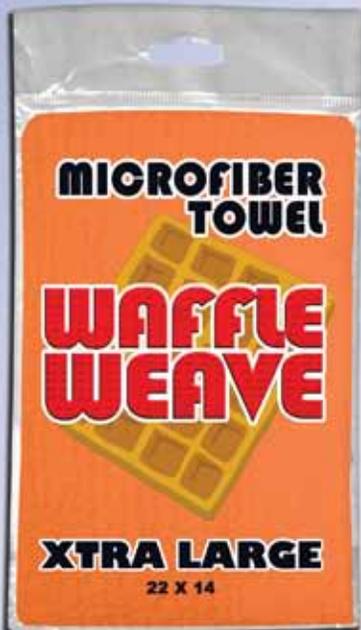
“Growing up I enjoyed track & field,” explains Mike, “also wrestling and weight lifting. I enjoyed weight lifting so much, I began competing in body building competitions for twelve years.”

Today his hobbies include fishing, camping and spending time with his family.

“I like working for Kleen-Rite,” Mike continues, “because they are very family oriented. They treat me and all their employees as if we are part of their family. Also feeling a part of the Kleen-Rite family, we try to extend that same hospitality to all our customers.”

All of us at Kleen-Rite would like to extend our appreciation to Mike for all his efforts in helping our Las Vegas Distribution Center become so successful in serving our western customers needs.

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TRIAL BY

Fire Destroys Car Wash Manufacturing Plant.

For over 37 years Hamel Manufacturing has been crafting car wash equipment and accessories. Makers of the Original Flex Wand™, Mat Clamps, Foamy Brush Handles and many more items you see in car washes across the country. Originally founded by his Dad, Mike Hamel now runs the company with his wife Carol and their two sons, Mark and Chris.

On Friday, April 29th, 2011, a fire destroyed the Hamel Mfg. shop in Waterloo, Nebraska. After visiting the wreckage of the fire and talking with the Hamel Family, I felt the best way to convey their story was to let them tell it themselves, in their own words.

● Mike Hamel ● Mark Hamel ● Chris Hamel

Mike: We were so excited to leave to see our friends at the International Carwash Association show in Las Vegas, we left a couple of days early to take a scenic Route 66 road trip to see a friend, then get to the show. We would finally be able to relax and have a road trip together, just us two, my wife Carol and I. We had planned this for over a year, a little get away time. Ipad and cell phones for communications on the road. Our son Mark and his wife along with our other son Chris would run the manufacturing plant while we made sales calls. Carol's mother was in the hospital and would be having a stint put in her heart the next day. It was decided that our son Chris was to sit with his Grandmother while she had her procedure at the hospital.

On Friday, I had just sat down to eat after talking to almost everyone in a restaurant in Arizona, not unusual, always making friends out of strangers. Then I got a call from the security people that we had an alarm at the manufacturing plant. We figured high winds might have jiggled the doors, but we would call our

son Mark to have him check it out, he didn't answer his house phone, so shortly we called him a second time, this time he was home (Mark only lives four blocks from the plant) His answer was "I just got home from work, it's probably nothing but I'll go check it out".

Mark: Friday was such a nice day, the breeze was warm and the sun shining. My wife Nicole and I actually started remodeling the offices before Mike and Carol got back from the ICA show. We had a pretty productive day, so I decided to get the guys pizza for lunch and then call it a day. Nicole, our daughter Sadie, and a couple guys stayed till about 2:30. We shut down the machines and lights, locked up and went home. We live just a couple blocks away.

We were home for maybe 20 minutes when I got a call from my dad that the alarm was sounding. I thought it must have been the wind. As I drove towards the shop to check things out, I started to see the smoke and just floored it! I pulled in seconds before Travis Harlow, the fire chief.

Chris: I spent most of that day at the hospital with my grandma who was having a heart catheter put in. Everything had gone fine with her procedure and by 2:10 pm I was on my way home.

When I arrived in my driveway, before ever getting out of my 4-runner, the phone call came from my brother Mark that would change our lives forever. When I answered my cell phone all my brother could get

out was "The shop is burning to the ground and there is nothing I can do" and with that he hung up. The fear and panic in his voice is something that I will never get out of my head. Seconds later my local fire alarm went off. I thought "no way". I headed to the shop as fast as I could. It was a 22 minute drive there. While driving to the shop, fire trucks were passing me on the interstate. I could see the smoke from the fire 15 miles away. I said a big prayer.. hoping that everyone is ok.



Mike: The next phone call we got I stood up in the middle of the restaurant and hollard, **** "The shop is all smoke and a blazing fire, Mark, Mark, Mark, listen to me, call 911." **** Travis, a friend and volunteer Fireman, was there in two seconds. He finally got Mark under control, "Mark you make car wash parts, I put out fires, let me do my job" then he called in the fire departments.

FIRE



Mike & Carol Hamel stand in front of their devastated plant along with their sons Chris (left) and Mark (Right) and the crew of Hamel Manufacturing.

Mark: As I stood there watching, I can't describe the feeling of seeing everything that I was being taken away, and I couldn't even do anything. It seemed like forever waiting for the fire trucks. They responded within 7 minutes of the call. As the first truck pulled in I ran up to the door almost ripping them out of the truck. Travis had to pull me back and promised he would do everything he could.



Chris: When I arrived at Hamel Mfg., words cannot explain the chaos that was going on. It felt like I was driving into a war zone. The first person I needed to track down was my brother. We needed to be together on this because my mom and dad were out of town.

It took me a little bit to track down Mark and when I did he let me know that everyone was safe and out of the building because they all left at 2 pm. After that I found out that every one was safe I thanked God. At that point I made three phone calls one to my dad to tell him I love him and we are all ok, the second to my father in law and the the third phone call I made was to Keith Lutz at Kleen-Rite. From then on their was nothing we could do but support each other and answer all the questions that the fire chief and fire marshall had.

Mike: My wife Carol and I both felt a huge blow to the stomach, I turned white, and we both tried to pay the lunch bill and stumbled out to the car, it was like we were walking in water. The hardest part was, being so far away from our two sons and Nicole (Mark's Wife) who works in the office with us all, we couldn't be with them to help or give strength.

Mark: Nine fire departments and about fifteen trucks fought the fire for 3 hours before it was under control. It was completely out after 5 hours. Basically everything was gone. They had to put out a second fire the next morning from smoldering newspaper. The FSI and the State Fire Marshall came to a conclusion that either an old table lamp or old calculator was the cause. The high winds that day played a big part as well.

Mike: We called friends we were going to see, they offered to keep our car and we could fly home. Carol explained to Mike that her mom had a house fire, you can't do anything for about 36 hours. It would probably be better to calmly drive all the way home, then you won't have to deal with a car out of place to pick up later, because, once your emerged in the fire event, you would have the car upsetting you. "A fire is something that doesn't go away until you make it go away"

Carol told Mike. So we drove home, no radio for a couple of hours, we had an Ipad as mobile computing, but refused to look at pictures people e-mailed to us, the phone began to ring and e-mails kept coming, our mobile office became a great help as time went on.

Chris: On Sunday, May 1st, we were walking around the ruins of the fire when Mom and dad pulled in the driveway. You could see the shock and stress on their face before they even got out of their car.

Mike: When we arrived at the shop Mark was there, and Chris came running at us, as we held each other in a family circle, prayers came out for strength in our legs and for what was to come, because he gave us brains enough, we just needed his strength.



We had a surveillance system in the office offered up for review and 2 fire detectives and 1 CSI forensic mechanical engineer only took 3 days to release our building, we are lucky, we will build a new building and have the largest and newest car wash manufacturing plant in the State of Nebraska. The final cause determined was an old calculator, or a light, both over 10 years old, may have had enough of a little broken wire inside and a short that ignited.

Our confidence in our sons, was proven that day. Both are well trained in emergency situations as Eagle Scouts. Also the creed of

“do a good turn daily” has paid forward, with the Lords help. Friends in the industry rallied their support. Car wash friends volunteered forklifts, Port-A-Pottys and their time, and we grill out lunch and invite them all to eat with us. Friends brought in equipment to move debris around, and clear for more equipment. The Village of Waterloo, our friends, the insurance company, and the Lord give us what we need. Each day is hard work, new machines coming in to replace the destroyed ones, and we finally had our electrical powered restored on June 29th.



Mark: Im so thankfull that so many people were there for us to lend a hand in what ever we needed. Every day since we've been working round the clock to rebuild and get back what took 30

years to create. This is all we know, it's in our blood and nature, and going on the 4th generation. We are determined to restore, and on the way making it bigger and better. We are looking forward to the years to come serving all our friends and family in the car wash industry!

Chris: The car wash industry has shaped and molded the Hamel's to who we are today. The end result of this whole project is to produce a quality part for an industry that is held to gather by family.



Mike: We thank everyone for their patience, as you can see our inventory was totally gone and we will try to get to your orders. Plan A was to have two other companies run our products for us while we rebuild. One burned down 2 days after we started and the other got flooded

Piece of mind. Anytime, anywhere.

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out two days after that. Now we just go full on, “Katie BAR THE DOORS, Hamel’s will, HIT HARD and GET RRRRR DONE”. We will be working 2 – 12 hour shifts, to get caught up.



From our family to yours, be grateful for each day and know someone was watching over us enough that no one was hurt. We continue to do a good turn daily; I guess you know how well that turned out.

P.S. Your calls are welcomed now that we have a phone system again.


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Find out more about our comprehensive line of carwash products at www.kleen-ritecorp.com or call 800-233-3873

Hamilton Manufacturing Corp.

Kleen-Rite Awarded

Trans-Mate Chemical Sales Grow Strong

Kleen-Rite has recently been presented with an award for highest percentage growth in sales from Trans-Mate, Inc. Our partnership with Trans-Mate has been growing stronger in the last few years as we work hand in hand with owner Steve Stockman and National Sales Rep., Jay Cogley, in bringing their high quality car wash soap products to our customers.

“Trans-Mate was very pleased and proud to present this award to Kleen-Rite,” says Steve Stockman, “it reflects the strong growth Kleen-Rite has shown with Trans-Mate soap products. We are very happy that our relationship with Kleen-Rite grows stronger every year.”

Kleen-Rite Vice President, Keith Lutz stated, “Our goal is always to be the best distribution partner for our suppliers and we are pleased that our relationship with Trans-Mate has grown to the point that we are achieving these results.”

Trans-Mate™
WE MAKE YOU SHINE



(Pictured L-R) Mike McKonly; Kleen-Rite, Steve Stockman; Trans-Mate, Keith Lutz; Kleen-Rite, Jay Cogley; Trans-Mate.

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Vivid
Self Serve Chemicals

Vivid self serve chemicals have been specifically developed for the unique requirements of self serve washes. They are safe, effective and pleasant to use, with rich foams and pleasant fragrances that give your customers a positive experience at your wash and clean shiny cars that keeps them coming back time and again.

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WORKS GREAT ON:

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- painted walls
- glazed tile
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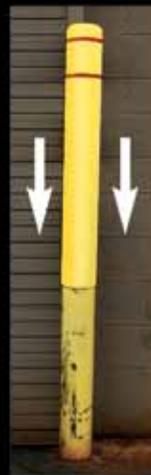
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HEIGHT GUARD™

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Photoelectric Sensors

Features & Points to be Considered



Photoelectric sensors consist of a transmitter unit which emits a modulated infrared light beam to a receiver unit, which receives the signal and then processes the signal to a PLC, relay or controller unit.

There are three basic types of photoelectric sensing (detection principles) and they are; Thru-Beam: a transmitter emits a beam of light to receiver positioned opposite of each other; Diffuse Reflective/ Proximity: a transmitter emits a beam of light towards a target object and the light is reflected back to the receiver, mounted adjacent to the transmitter; Retro-Reflective: transmitter emits a light beam towards a retro-reflector, positioned opposite, which reflects beam back to the receiver mounted adjacent to the transmitter. There is also a polarized retro-reflective version, which uses red light and polarisation filters to polarise and filter the light transmitted and received by a retro-reflector, in order to avoid shiny or reflective objects not being detected and falsely sensed as the target retro-reflector.

In the world of heavy contamination, high pressure spray and fog/ steam applications, such as carwash machines, a thru-beam photoelectric sensor system is the best and most reliable choice. Most of the carwash OEMs on the market use thru beam photoelectric sensors since it is the most powerful and efficient sensing system for this harsh environment. There are two types of thru-beam sensor systems to be considered; Remote Photoelectric Amplifier System type: where the transmitter and receiver sensors are mounted in the carwash and are connected to a separate photoelectric amplifier (control box) which powers and operate the sensor heads and the amplifier controls, processes and produces an output signal which is sent to the carwash controls. The other is a Self-Contained Photoelectric System type: which does not include an external photoelectric amplifier, as all the control circuitry is integrated in the actual transmitter and receiver sensors. These sensors connect directly to the carwash controls and an output signal is produced directly from receiver sensor. The choice of which

thru beam photoelectric system the carwash manufacturer chooses is left up to them as to what works best in their carwash installation and design.

When choosing a thru-beam photoelectric sensor system for a carwash machine or carwash door, there are several features and points which need to be taken into consideration. These are the following:

Power (high excess gain): Can the sensors penetrate reliably through dense fog, steam, dirt, soap build-up, dust and ice? These are the tough environmental factors which a sensor system will have to operate in a carwash system.

Sunlight Immunity: The higher the sunlight lux rating reduces the problems that could occur with direct or reflected sunlight blinding the receiver sensor causing false triggering and output of the sensor system.

Easy Alignment: The transmitter and receiver sensor pairs, which are mounted opposite of each other, must be very easy and simple to align and must still operate reliably if knocked out of align in its installation.

Waterproof: IP67 waterproof rating in order to ensure that the sensors do not fail due to water ingress, from constant water, soap and high-pressure exposure in the carwash installation.

Shock & Vibration Proof: Sensors are tough and durable - and can withstand exposure to shock, vibrations and occasional impacts during operation.

Warranty: How long is the warranty of the sensor units?



Telco's photoelectric sensors offer extremely powerful, high excess gain and high performance operation guaranteeing penetration through the toughest environments and contamination including; steam, soap, ice, fog, dirt, spray - which will cause most other sensors to fail during operation and not ensure reliable detection. Telco light immunity of up to 100,000 lux ensures that reflected, and even direct, sunlight does not cause any concern for the Telco sensors. The wide optical design and characteristics of Telco's sensors make them effortless and simple to align, at even long opposed distances. Telco sensors are IP67 rated, so they will not leak, fog up or cause any failure due to water ingress - even when exposed to high-pressure spray and wash. Telco Sensors are tested to 30 g's of shock, which means they are tough and durable - and will last for many years. All Telco sensors come with a 3-year worldwide warranty.



Manufacturers Spotlight

Highlighting The Companies That Make Our Products

LAUREL
METAL PRODUCTS INCORPORATED

Why is Laurel Metal Products, Inc. the only manufacturer of drop-shelf vending machines that you know of?

You have had 52 years to get to know why Laurel means “Dependability in Vending” and is the first choice when purchasing vending equipment for your wash. So, let’s start with a big THANK YOU to all of the car wash owners whose vending choices have developed the long relationship.

Laurel began operation in a similar way to that of many companies in the Car Wash field. In 1959, Rich Kent incorporated a company that had its beginning in the basement of a house on Laurel Avenue in Wilmette, IL. The early work at Laurel involved the production of many different types of metal products and the continuing development of equipment to vend a wide array of consumer products. The development of vend systems included candy, snacks, newspapers, records, batteries, stamps, laundry soap and fabric products, bulk candy and capsule, and on and on. The Laurel museum room always holds the longest stop for any visitor.

In the mid-sixties, there was a project going that helped focus on the engineering design of a drop-shelf system that would be low in cost to manufacture and fast to assemble. What is present in the current version of mechanical and electronic venders had its origin over 40 years ago. During the same period, Rich was approached by distributors in the Car Wash field to develop a towel vender that could replace a very unreliable piece of equipment in use. Do the old-timers remember “that orange machine”?

The Laurel drop shelf mechanism was the answer for the needs of the time, but not the only part of the puzzle. Engineering a coin han-



Rich Kent at the drafting table

dling mechanism that also had the low cost/easy to maintain features was vital for the unit to function dependably. The early coin mechanisms operated on the choice of one dime or one quarter. After the physical size of the drop-shelf unit and coin mechanism was established, the cabinet dimensions were based on fitting those parts and why we have our recognizable sizes and shapes today. One question that people have asked over the years was “Why do you have 24 shelves in a column?” This dates back to decisions made

for cabinet dimensions and vend product amounts purchased in cases.



Single Column Cabinets In Production

One striking fact in this entire business and product development process is not well known. Rich Kent was deaf at the time after a long decline in hearing that started early in life. Beyond the duties of running the company, Rich was the lead engineer on the product development. Speaking was not affected, but lips had to be read, notes passed, and hand gestures used. You may think of this as a large impediment to functioning, but Rich operated as if it was normal. This is why his voice was never on the phone. The face and voice of Laurel Metal during those years was Rich’s brother, Tom Kent. Rich and Tom would always challenge each other to work longer hours and consistently skip lunch to get the days duties finished. Rich and Tom worked hard enough to be able to retire and slow down and enjoy an easier schedule. Rich passed away in 2006 and Tom in 2010, both in their late 80’s.

Laurel Metal in 2011 is owned and operated by Chip Kent and Pat Kent, continuing the Kent history of close control and operation of Laurel Metal. Both brothers are in their fifties, though Chip will tell



everyone that he has worked for the company for over 40 years. Nothing suits a following generation better than change, and Laurel's manufacturing and assembly operation was ready. Starting in the early 80's, the production shop was changed to the latest computer controlled equipment, the assembly systems had major restructuring, and company computer controls were updated and customized. The attention to updated equipment and controls continues each year and along with the evolution of the company to focus entirely on vending equipment.

The call for electronic vender controls was getting stronger in the early 90's and development of the first version of an electronic drop shelf vender was finished soon. Chip Kent led the development effort and had numerous design versions come and go before settling on a complete single column vender system for new venders and retrofit kit system for older mechanical pull handle venders. The first electronic systems shipped in 1998 for single column machines, soon to be followed by electronic systems for 3 Column, and 5 Column drop shelf venders.

Current day drop shelf vending systems have a wide variety of applications. Laurel venders, both mechanical control and electronic control, are prepared for many countries' coins around the world. The

vending machines operate in the chill of Alaska to the heat of Australia, dispensing diverse items from diaper kits to medical supplies to laundry soap. Your Laurel vender may be an ages old mechanical workhorse or the newest version of an electronic, multi-connected vender that has a custom control microchip that suits your specific needs.



Chip and Pat in the production shop

Car wash owners tell Laurel that the new equipment is fine, but please help me with my 30 year old vender that still has life. One notable service function that is rarely seen is that the owner of a Laurel vender can call and speak to either Chip or Pat about a repair, service, or troubleshooting. In fact, a customer may not realize that they are speaking to the person who has designed, developed, and produced their product. How often is it said "I can't believe that you know this product so well!" or "Thanks, that was fast". A common connection between car washes and Laurel is the repair of aged parts. Offering low-cost repairs has been standard business practice at Laurel since inception. Countless shipments have left Laurel with repair costs that are less than \$10.00, and that is said with pride.

Large or small, simple or complicated, the vending machines have a long life and that means the customer relationships will follow.

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- X REPELS WATER WITHOUT SMEARY OIL BUILD-UP
- X LEAVES A MIRROR-TYPE SHINE ON VEHICLE
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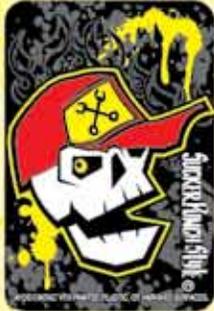
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Overlay - AF0122



GIRLLY SKULL
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72 Pouch Pak - AFPP123
Overlay - AF0123



NuCar
24 Pak Carded - AF24C1P107
72 Pouch Pak - AFPP107
Overlay - AFSCD107



Pine
24 Pak Carded - AF24C1P106
72 Pouch Pak - AFPP106
Overlay - AFSCD106



Nilla
24 Pak Carded - AF24C1P102
72 Pouch Pak - AFPP102
Overlay - AFSCD102



Flying Heart
24 Pak Carded - AF24C1P124
72 Pouch Pak - AFPP124
Overlay - AF0124



Lucky lumps
24 Pak Carded - AF24C1P125
72 Pouch Pak - AFPP125
Overlay - AF0125



love bite
24 Pak Carded - AF24C1P131
72 Pouch Pak - AFPP131
Overlay - AF0131



Ice
24 Pak Carded - AF24C1P113
72 Pouch Pak - AFPP113
Overlay - AFSCD113



Colada
24 Pak Carded - AF24C1P109
72 Pouch Pak - AFPP109
Overlay - AFSCD109



Cinna
24 Pak Carded - AF24C1P103
72 Pouch Pak - AFPP103
Overlay - AFSCD103



drunk denim
24 Pak Carded - AF24C1P132
72 Pouch Pak - AFPP132
Overlay - AF0132



vampire
24 Pak Carded - AF24C1P135
72 Pouch Pak - AFPP135
Overlay - AF0135



rock star
24 Pak Carded - AF24C1P129
72 Pouch Pak - AFPP129
Overlay - AF0129



Berry
24 Pak Carded - AF24C1P110
72 Pouch Pak - AFPP110
Overlay - AFSCD110



Cherry
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Citrus
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SINGLE COLUMN - AFSCD120



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NO HASSLE DIRT REMOVAL!

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PROUDLY MADE IN THE USA

ROLLED EDGES FOR SAFETY!

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\$12.60

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IN-HOUSE SOAP SPECIALIST Wall Cleaners

In speaking with car wash owners the conversation eventually turns to "what do you have for cleaning bay walls". At Kleen Rite we carry 5 different manufactures of this type of product. All have a good product for cleaning walls but all have a different acid base for their cleaner. Some use a hydrofluoric acid (ABF) base while others use a sulfuric and phosphoric base to achieve the cleaning results needed. All of these products are designed to be low pressure applied with a 2-3 minute dwell time, then high pressure rinsed off. As most know from experience the task of cleaning the bay walls can be a time consuming event. When walls become loaded with soap residue short of a hammer and chisel you need a strong product to do the brunt of the work. When used as directed these wall cleaners will get the majority of the soap scum on the first application. When walls are really bad a second application may be needed.



On occasion I will get a call asking if applying the cleaner straight without diluting will work better, and the answer is always no. When a strong acid wall cleaner is applied straight without diluting it will cause a bleaching effect especially on unpainted brick or block wall. Same thing applies to plastic, FRP type of walls that have a high shine. On these types of walls too strong of a solution will tend to take the high shine off the walls, so proper dilution is key.

Dilutions do vary based on the specific product, with dilutions in the 2-10/1 range. When walls are at their worst most will get used in the 2-3/1 range. Once walls are in good shape these products can be used in the 10/1 range as a maintenance cleaner. As with any corrosive product safety is your biggest concern. These acid based products are extremely corrosive and should never be allowed to get on your skin or breathed in during application AND PROTECT YOUR EYES. On windy days I would also suggest closing any doors to prevent the wind from carrying the product outside the bay where customers could be walking past. If you have any questions or concerns about picking the correct product do not hesitate to call me to discuss your cleaning needs.

800-233-3873

Happy Washing!

DOUG

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Choosing The Right Products For Express Detailing.

More and more car wash operators are discovering the added profit potential of offering detailing services to their customers. After all, car wash customers care about the appearance of their vehicles to begin with and increasingly understand the importance of maintaining the paint and interior of their cars. Car wash operators are in the perfect position to promote “express” paint care and interior services that are quick to perform, provide great value for the car owner and are profitable for the car wash operator.

The challenge for operators is to deliver quality results that satisfy their customers and keep them coming back. Getting a good result requires properly trained staff, necessary equipment and quality detailing chemicals and polishes. The good news is that express detailing services can be quickly learned and require very little equipment, as opposed to more sophisticated full-service detailing.



Most operators are able to convert an existing wash bay or set up a portable awning for performing the services and employees can easily learn the basic procedures to get started in express detailing. Just like in the tunnel or car wash bay, however, the right choice in chemicals plays a key role in getting excellent results while minimizing labor. This article explains the important considerations to keep in mind when selecting the proper detailing chemicals and polishes for express detailing.

Car wash operators need to understand the chemical and performance characteristics of detail products being offered to them by suppliers to make sure they select products that work quickly, safely and effectively. High-quality, cost-effective formulations are available from reputable suppliers that deliver superior results faster, without time-wasting or harmful residues. Selecting the right detailing products will boost your detailing business by helping you create satisfied repeat customers at a higher profit!

All Purpose Cleaners and Degreasers

Non-Butyl all purpose cleaners are safer to use, without the harsh vapors of traditional Butyl cleaners, and are highly effective for gener-

al purpose degreasing and interior cleaning. For carpet and upholstery cleaning choose non-butyl APC's which contain fabric brighteners and softeners, rinse or wipe up easily, and do not leave a soapy residue on carpet and upholstery. To use, simply follow the dilution instructions on the label, spray with a trigger bottle, and wipe or agitate the surface until clean.

For heavy grease and grime, especially for engine and undercarriage degreaser, choose a heavy duty degreaser that is strong and effective yet is non-corrosive and safe on most surfaces.

Bug and Tar Removers

The best bug removers apply in gel form, so that they cling to the surface to soften and dissolve tough insect residue, yet are safe on all paint. For stubborn insect residue, allow the insect remover gel to dwell on a cool surface for several minutes, scrub lightly with a special bug sponge if necessary for heavy baked on residue and rinse off with water.

Wheel Cleaners

The key to wheel cleaners is to avoid products that contain hydrofluoric acid, commonly referred to as HF. HF has been used in the past due to its effectiveness at removing brake dust, but it is toxic to human health and will ruin uncoated wheels. The safest wheel cleaners are labeled “non-acid” or “acid-free” but require some agitation to clean. A happy medium are wheel cleaners that contain ammonium bifluoride (ABF), which are more effective than non-acid wheel cleaners. ABF wheel cleaners should be applied using gloves and in a well ventilated area. Always consult the MSDS sheet for safety precautions. For best results apply to cool, wet wheels and avoid uncoated or polished aluminum non-factory wheels.



Dressings and Protectants

Solvent-based silicone exterior dressings are commonly used for tires and rubber trim because they produce a durable high shine. For best results let product dry a few minutes before moving vehicle because they can be messy.

Water based silicone exterior dressings are the alternative to messy solvent-based dressings, and can be either sprayed or wiped on. Choose a dressing that self-levels as it dries to produce an even satin shine. For best results let product dry a few minutes before moving vehicle.

For interior surfaces such as interior vinyl and leather surfaces choose a water-based silicone dressing for interior surfaces. A good formula cleans light soils as it conditions, leaving behind a natural looking satin finish. Simply apply a thin even coat with a sponge, pad, cloth or trigger sprayer and allow to dry.

Paint Polishes and Waxes

For express exterior wax services choose an “Express Wax” that goes on extremely quickly, even by hand, cleans away light road film and tar, and dries almost immediately. Look for a product that quickly and easily buffs off without dusting or streaking, and produces a high gloss. You can also apply express waxes with an orbital or DA polisher.



“One-Step Cleaner/Waxes” are available for improving the appearance of painted surfaces that need a little polishing to bring up the shine. Look for a cleaner/wax that buffs away light scratches and imperfections at the same time that it seals paint and produces a long lasting shine. It can be quickly applied by hand or orbital polisher, or buffed with a rotary buffer with a wool pad for strongest cleaning, followed with a foam pad to enhance gloss. A cleaner/wax can also be used to remove scratches from headlight and taillight covers.

“Spray and Wipe Gloss Enhancers” are the detailer’s versatile best friend. They quickly clean away dust, light soil and fingerprints to maintain the high gloss of painted surfaces. They also are perfect for finishing off a detail job by quickly wiping away dust or polish residue and enhance the gloss of the vehicle’s finish.

A good introductory video on express detailing chemicals is now available at Kleen Scene online: <http://www.kleen-sceneonline.com/Video.aspx>. Click on the Kleen Shine Detail Chemicals video. With a little product knowledge and training, express detailing services can be an excellent source of additional profit for car wash operators.



Upgrade Your Equipment TODAY!



Low Pressure System

Triple Foam System

Spot Free Rinse System





18000
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17000
HOT AIR DRYER DETAIL STATION



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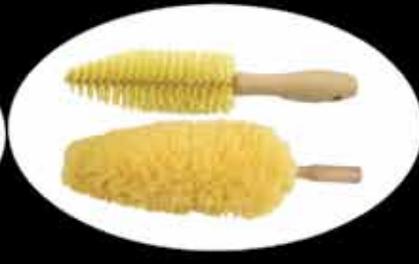
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New Website Features

Enhance Your Online Shopping

In our never ending quest to bring you the best in your online shopping experience, we have recently launched some major improvements to our website. Our goal is to give our customers the easiest, most convenient and informative website we can.

Drop Down Shopping Cart

One of the newest features is a drop down shopping cart. Now whenever you add anything to your cart, you can simply click on the cart icon and a drop down window will appear showing you all the items in your cart as well as a running total. The total will automatically update in real time as you add more items to your cart.



Order History

Now you can check open invoices, search the products you've purchased and print out past invoices with our new Customer History Feature! This feature will be updated every evening.

Customer History:
After logging in, the Customer History icon will appear in the top right hand corner



One Page Checkout

We have also implemented a "One Page Checkout" process. Now instead of going through multiple pages on your checkout, you can simply see and edit any information right on one page, streamlining the checkout process for you



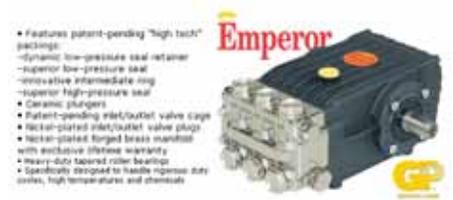
Product Information & Photos

To help you make a better decision on your purchases, we are adding tons more product info and larger images. We've also been adding PDF breakdowns and info sheets. And sometimes even info videos as well.

Emperor Pump HTS Series - HTS2215S 2300PSI; 5GPH (Right Shaft)

Emperor Pump - HTS Series - Right Shaft
 GPM - 4.5 GPH
 PSI - 2300
 RPM - 2200
 Shaft OD - 24 (NPT)

Features & Benefits:
 - Can run dry for several hours
 - Water temps up to 180°F
 - Nickel-plated manifold & valve caps provide corrosion resistant operation and help reduce damage caused by cavitation
 - Side sight glass
 - Direct replacement for Cat 325/320 L20 with same RPM and Flow



Maximum Volume	4.5 GPH
Max. Discharge Pressure	2300 PSI
Maximum Pump Speed	2200 RPM
Maximum Inlet Pressure	2.25 PSI
Bores	3/8" in. / 1.25 in.
Stroke	2.00 in. / 1.5 in.



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RTL91000 - Red LED Ribbon Lights
RTL91010 - Yellow LED Ribbon Lights
RTL91020 - Green LED Ribbon Lights
RTL91030 - Blue LED Ribbon Lights
RTL91040 - White LED Ribbon Lights
RTL91050 - Multi LED Ribbon Lights

RTL91080 - 36' Mounting Channel
RTL91086 - Installation Kit
RTL91092 - Controller

CAR WASH ASSOCIATION



We recently caught up with Bill Carbonel, President of the Western Car Wash Association to find out what the WCA has been up to.

What's the history of the WCA? How and when did it get started?



In 1955, the Western Carwash Association began as ACWA, the Automatic Carwash Association, in Southern California. By 1976, they became known as the California Carwash Association. The major issues addressed were local in nature and mostly labor related. A push to unionize small car wash operators and their employees by large union co-ops to control the industry was defeated. By this humble beginning with a very few conveyor operators as members, the informal group grew in members and the Association was formally incorporated as the California Carwash Association.

In 1980-81, several car wash industry associations existed in the state. The two major associations were the Northern California Car wash Association, the California Carwash Association and a smaller association operating in San Diego County. Memberships in those years were, CCA approximately 75-100, NCCA 50-75, and San Diego with about 35 members. In 1983, a new statewide organization had been proposed to provide a stronger voice for the car wash industry on state legislative matters and governmental regulations affecting the industry. The new organization would not replace existing trade associations now serving the car wash industry but would provide an umbrella organization to coordinate the activities of the existing associations and mobilize statewide action on issues of importance to car wash operators throughout the state.

The proposal for such an umbrella organization grew out of discussions at a statewide conference of car wash operators held at Lake Tahoe. The conference dealt with the many and growing problems facing the industry, economically and politically, and the need for more organized and concerted action to protect the interests of the industry. The Boards approved the organization and the WCA was born.

The Western Car Wash Association covers a vast area of North America, what states are included in the WCA?

California, Arizona, Hawaii, Alaska, Oregon, Washington, Nevada, Colorado, Idaho, Montana, Wyoming and Utah.

What benefits does your organization offer it's members?

Our largest benefit would be our Insurance. The Western Car Wash



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WCA



... continued

Insurance Agency is the largest car wash association insurance provider in the industry. We also offer the following benefits: Discounted credit car processing, Industry news and updates, Human resource services, Mystery Shopper programs, Annual Trade Show and Convention, Shot-Rocket Video productions, Free labor law consultations, Posters, education, Best Management Practices, Waste Water Manual and Water conservation certification.

Your annual trade show has historically been one of the largest trade shows in the car wash industry and it has usually been held in Las Vegas. I see that this year you've decided to host it in San Diego, California. Why the sudden change?

The Board strongly felt that the trade show needed a new image and venue. While Las Vegas has been good for us over the years. There was an underlying feeling that change was needed. We surveyed our membership and found that San Diego was the overwhelming choice for the trade show. We anticipate a great show in a very spectacular city. We are also very excited to be having our reception on the aircraft carrier Midway. This will be an incredible extravaganza!

Will it continue to be held in San Diego?

We have signed a contract for 2012 in San Diego. The Board will be reviewing our options for 2013 after the upcoming trade show.

KLEEN-RITE CORP.
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Industry CALENDAR

Fall 2011/Spring 2012 Industry Calendar

Please visit the websites of the shows listed below for a complete schedule of events and participating exhibitors.

Oct 3-5 2011	Northeast Car Wash Convention Trump Taj Mahal, Atlantic City, NJ www.nrccshow.com
Oct 17-19 2011	Western Car Wash Assoc. Convention San Diego Convention Center, California www.wcwa.org
March 4-6 2012	Southwest Car Wash Assoc. Convention Arlington Convention Center, Arlington, TX www.carwacs.com
March 20-21 2012	CARWACS/Convenience U Toronto Congress Centre, Toronto, ON http://toronto.convenienceu.ca

Chemical Management Systems

Volumetric vs. Venturi Systems

Over the last decade, the carwash market has seen the emergence and growth of water driven pump technology often referred to as “Volumetric” pumps or injectors. These systems are designed to dilute and inject concentrated chemicals in line for delivery to the wash equipment. Volumetric pumps are an alternative to industry standards like the HydroMinder. For decades the HydroMinder, and systems like it, have been diluting concentrated chemicals into stock tanks using a simple venturi or “chemical educator”. Once a chemical is diluted, a second pump (electrical or air) is used to relay the ready to use chemical to its desired location inside the carwash. Once installed, venturi systems have a long lifespan, with minimal maintenance.

How Volumetric systems work:

Volumetric pumps are all based on a fairly simple operating principle consisting of a water driven motor piston tethered to a smaller suction device. In general, it requires a known volume of water to cycle the motor piston up and down inside the piston chamber. Knowing the volume of water required to cycle the motor piston means that a proportional amount of chemical can be introduced to the water as it flows thru the system by the suction devise tethered to the motor piston.

Because the amount of chemical injected by these systems is proportional to the volume of water that flows thru them, they are often referred to as Volumetric Chemical Injectors. These systems come from a number of different manufacturers around the world including Dosmatic (USA) www.dosmatic.com, Dosatron (France) www.dosatron.com, and Tefen (Israel) www.tefenplastic.com

A new technology introduced:

Over a decade ago companies like Dosmatic, Dosatron, and Tefen were looking for a new market to sell their volumetric pumps. At the time, most of the systems manufactured by these companies were designed and sold to inject chemicals into water lines on commercial farms, and in large greenhouses. The demands of these agricultural markets were very similar to the needs of the carwash market. Different concentrated chemicals are needed to be accurately diluted with water and delivered to spray heads or nozzles to do their intended jobs. In both markets, accuracy in metering chemical is critical to delivering the best possible results, and controlling operating expenses. With that, a new market was born.

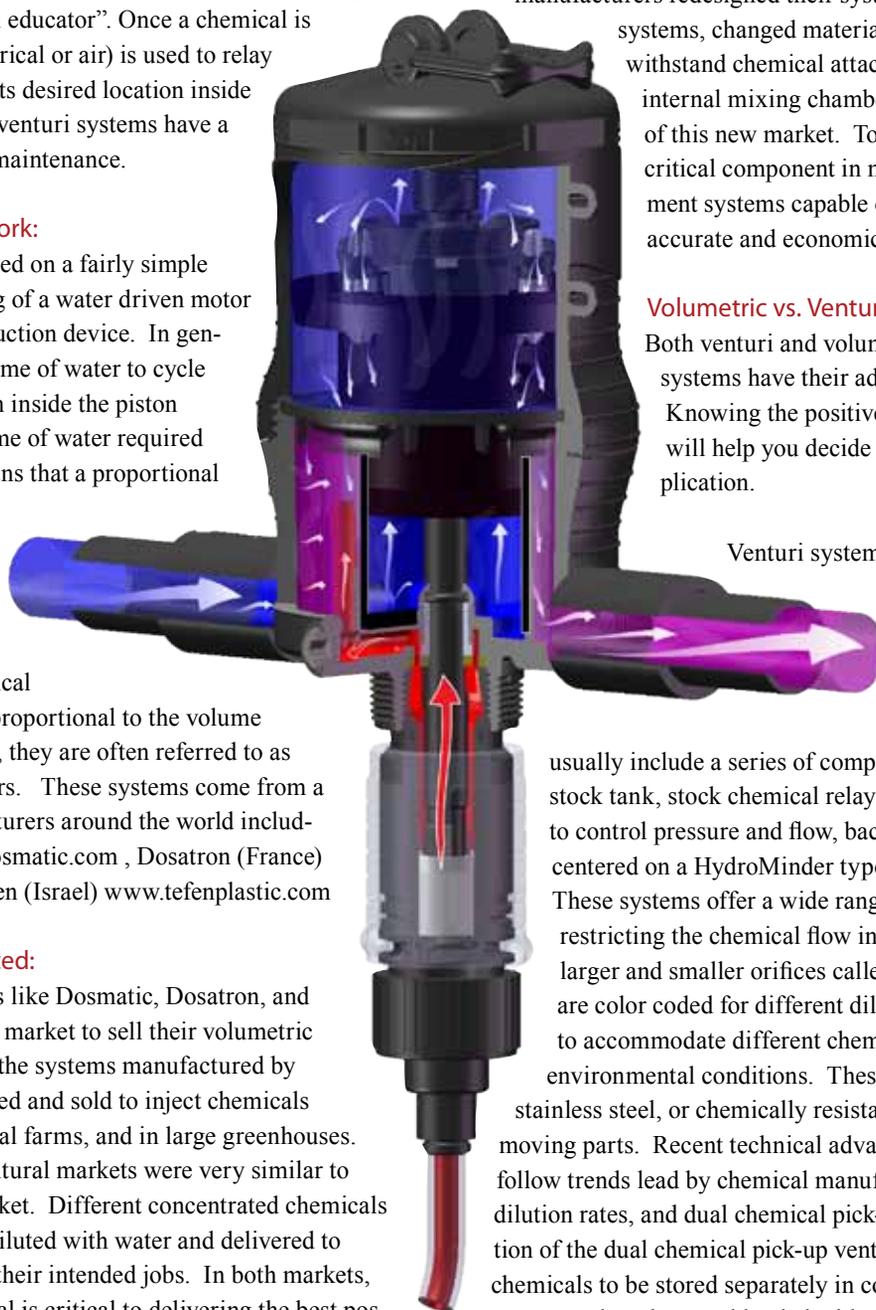
Initially, volumetric pumps had a hard time finding a niche in the vehicle care market. Adopting the new technology meant that wash owners would have to retrofit existing chemical mixing stations to fit the new pumps. Additionally, many of the first systems in the market were not compatible with the aggressive chemical concentrates commonly used in the industry. Over time though, the volumetric pump manufacturers redesigned their systems as easy to install panel systems, changed materials of construction to better withstand chemical attack, and even patented isolated internal mixing chambers to address the challenges of this new market. Today the volumetric pump is a critical component in many washes chemical management systems capable of delivering chemical in an accurate and economical manner.

Volumetric vs. Venturi

Both venturi and volumetric chemical management systems have their advantages and disadvantages. Knowing the positives and negatives of both styles will help you decide which is better for your application.

Venturi systems have been in the market for over 30 years, and are the most widely used style of chemical mixing equipment in the market today. These chemical mixing stations

usually include a series of components including a chemical stock tank, stock chemical relay pump, a series of regulators to control pressure and flow, back flow prevention devise, all centered on a HydroMinder type chemical dilution system. These systems offer a wide range of chemical dilution rates by restricting the chemical flow into the venturi thru a series of larger and smaller orifices called “dilution tips”. These tips are color coded for different dilution rates, and can be changed to accommodate different chemicals, or to adapt to various environmental conditions. These systems are constructed from stainless steel, or chemically resistant plastics, and have very few moving parts. Recent technical advancements in venturi systems follow trends lead by chemical manufacturers including ultra lean dilution rates, and dual chemical pick-up capability. The introduction of the dual chemical pick-up venturi allowed for component chemicals to be stored separately in concentrate form until the last moment, when they are blended with water inside the venturi.





Volumetric vs. Venturi Systems Continued.

Venturi Advantages	Venturi Disadvantages
Time tested construction	Dilution tips can clog
Integrated backflow prevention	Pressure spikes can alter dilution accuracy
Minimal moving parts	High back pressures require special venturi
Quick change color coded dilution tips	Takes up valuable wall space to install
Ultra lean dilution capabilities	
Dual chemical pickup capabilities	

Volumetric systems are still relatively new to the market, but have become much more popular in recent years due to their ease of installation. Volumetric systems tend to require fewer components to complete an installation, the most notable items not required are a chemical stock tank, and a stock chemical relay pump. Without the need for the relay pump, these systems don't require electricity or compressed air in the installation area. Additionally, these installations require a lot less space since they don't require bulky stock tank. While these systems often do require a pressure regulator, they are not subject to swings in dilution accuracy when spikes in pressure occur. Volumetric systems also deal well with ultra lean dilution rates, and come in various sizes to accommodate larger flow requirements.

Volumetric Advantages	Volumetric Disadvantages
Space savings	Several moving parts
No electricity	Chemical compatibility
Deals well with spikes in water flow	Do not handle high pressures well
Easy to adjust dilution ratios	Require water filtration
Can accommodate ultra lean dilutions	
Come in various sizes	



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an Oral History of the Car Wash Industry

In an attempt to try and capture our industry's heritage and the personal struggles of the folks who were there at the beginning, we've decided to chronicle many of the personal stories that helped shape our industry in this regular feature, an Oral History.

For our first Oral History, we are given a guided tour from Ray Simon, Founder of Giant Industries, located in Toledo, Ohio.

Ray Simon:

It started in the mid-1960's when we saw 25 cent coin op carwashes going up all over. It was very obvious that the carwashes were doing a good business and were being proliferated all throughout the United States.

What we didn't see in these carwashes, was any method, except the old brillo pad to clean whitewall tires. Most cars had large whitewall tires.

A group of us had an idea, to put whitewall cleaner in a bottle so it would apply to tires, and you could sell it for a quarter, and that would clean the whitewalls- similar to products you could buy in a store. The brillo pads were selling for 10 cents for two of them, I believe, and the whitewall cleaner bottle, we figured, would be selling for quarter-a fairly decent profit margin. So our next problem would be to find a vending machine or ability to vend it. The only vending machine we could find that made any sense was an old vending machine used to vend the Kimberly Clark's towel as the 10 cent Kim Towel.

We had a carwash exhibition in Chicago, but we hadn't produced the first bottles yet. We had sample bottles and stick on labels. So we went to the exhibition showing the vending machine that we thought we would use, and a display of whitewall cleaner, we probably had 1500 to 2000 bottles total in boxes, which we put a label on. At the show, we were shocked. We had sold, or taken orders for over \$10,000 worth of products, and we had yet to make the first bottle in production. So we were in sort of a predicament. We, of course, rushed back at that time, to Cedar Rapids, Iowa and attempted to fill this product, by hand with labels and with purchased bottles. That worked for awhile.



Then, we had a brilliant idea of having our own blow molding machine to make our own bottles. That was another failure that cost us about two years time and products that leaked and almost destroyed the entire business. But we finally survived it. Gail Industries continued on, but I moved on.

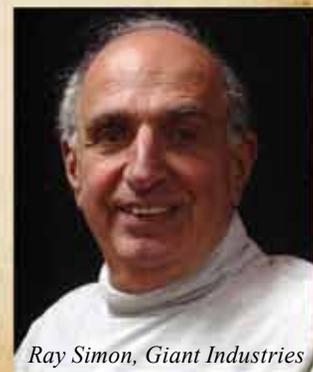


After leaving Gail Industries, I wanted to sell a towel as a vended item. That was a little more difficult and a lot more headaches. We actually had to cut towels by hand and put them into a package and attempted to vend them through the Kim Towel vending machines. We knew that the towels would sell well due to our test market. We were selling a 25 cent towel against the 10 cent Kim Towel. We went to a new vending machine developed by Laurel Metal Products, the vending machine by Laurel Metal was far more dependable and a little more difficult to break and vandalize. Vandalism was always a problem when you were collecting quarters in a vending machine out in an open unattended carwash.

In a matter of months, I discovered that we could not rely on outside sources to produce towels for us because they were too busy with their own products. So, I had contracted with a company to manufacture a towel machine to cut, fold, and wrap towels. This machine worked out well and actually was really the start of Giant Industries in Toledo, Ohio with the Giant towel name. We were making 2 or 3 different towels out of various materials.

We went to carwash exhibitions and were able to solicit orders for thousands of cases of the towels.

One of our first sources of distribution was, of course, Kleen Rite with Harold McConley. Harold probably helped us more than anyone else to have our towels sell to the carwash market. He was developing his



Ray Simon, Giant Industries

GIANT

an Oral History Continued

distribution center in Pennsylvania at that time.

Along the way, there were many hiccups and many problems which I will not go into, but towels were successful and then Giant moved into the manufacturing of guns, valves, and other accessories for the carwash and pressure washer industry.

In 1979, we met a German company making a pump in Europe to compete with a popular pump already on the market, so we brought the pump to the U.S. market. Little did we know that Europe uses very little chlorine in their water, and the cast iron pump head, made in Germany, would be destroyed in months in the U.S. chlorinated water. So after another year, a brass manifold pump head was developed.

A lawsuit started by a rival pump manufacturer against Giant cost us two or three years expenditures and time, but we ultimately settled the lawsuit and we continued manufacturing Giant pumps in the U.S. and in Germany. Many guns, valves, and other high pressure pumps were developed for the carwash and pressure wash market.

At this time, the carwash and pressurewash distributors were expanding rapidly and many were in and out of business quickly. Many credit problems occurred, but over time, most worked out satisfactorily.

While we were selling carwash pumps, we also had developed, in conjunction with our German partners, a pressure washer pump that was used by Walmart, Sam's, Home Depot, and many other big box stores.

This venture into the retail and of the pressure washer market was very costly and proved to be absolutely not the way Giant should go. Overseas competition was very strong and, their manufacturing was on a massive scale compared to the U.S. The manufacturing and assembly that we had accomplished in Toledo was working seven days a week, 24 hours a day for months to produce the pumps during the peak season, which stressed everyone to the maximum. We were selling to many of the box stores by way of Excell, Campbell-Hausfeld, and other OEMs.

We knew, after a year and a half of attempting to work at a low cost, almost zero profit item, that this was not the way to go and, therefore, we curtailed our sales into the big box stores and continued just manufacturing and selling consumer pumps to the pressure washer distributors.

Today Giant has successfully diversified and expanded its sales into many other markets such as sewer cleaning, misting/fogging, oil fields, salt water R.O. systems, very high pressure cleaning, and descaling, underwater pumps and many other markets.

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How to Clean & Service a Vacuum.

We are surprised at how many operators have problems with their vacs that a simple cleaning & service could prevent. Here's Tom's Way of doing it!

- Clean Filter Bags AT LEAST Once a Week
- Replace Filter Bags AT LEAST Once per Year
- Replace Gaskets AT LEAST Once per Year



START



Unlock and open the doors.

Cleaning Out Your Vacuum



Remove the Dirt Catcher from the bottom door and empty.



Disconnect the Filter Bags from the loops on the inside ceiling in the top door.



Reaching up through the bottom door, push the Filter Bag up through the ridge holes.



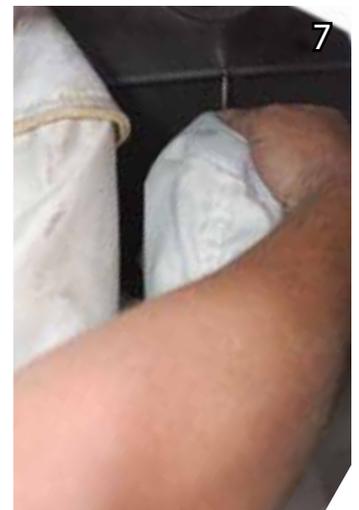
Turn your dirty Filter Bag inside out and shake off dirt. If bag is ripped or torn, replace. Launder bag in a washing machine. We prefer to keep 2 sets of Filter Bags on hand for when one is being laundered, the other is in use.



The clean Filter Bag must be installed with the groove around the bottom sleeve seated securely inside the ridge of the base.



Groove on bottom of Filter Bag must seat between the ridge of the steel.



Once the bottom of the bag is seated, hang top loop of the Filter Bag on the hook above. Repeat process on all Filter Bags inside the vacuum. Reinstall the Dirt Catcher below. Check door gaskets and replace if needed.

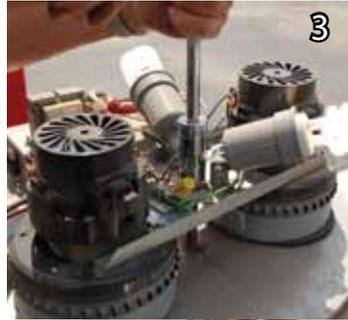
Replacing Your Vac Gaskets



Be sure to **DISCONNECT POWER** from your vac before you start. Remove screws to take off your top dome.



You can observe the gaskets on the top of your vacuum. If they are warped or sucked under the motor, air is getting in and can result in poor performance and shorter motor life.



Remove the hold down bracket, usually a large bolt in the center of the bracket and two smaller screws closer to the motors.



Remove the old gaskets. If necessary, use a scraper or spackle knife to scrape off the old gasket.



Remove paper backing from the new gasket. We carry gaskets and filter bags for most vacuums in use today. If you're not sure, simply give us a call with the year and model of your vacuums.



Apply new gasket with sticky glue side down and press firmly all around the edges of the new gasket.



Reinstall your vacuums on the new gaskets. As you can see, when a vac motor is set properly atop a fresh new gasket, it will appear uniform all around the bottom of the motor. Repeat process on all remaining motor gaskets. Replace the hold down bracket and dome. Turn power back on to the vacuum.



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Headquartered in Weymouth, Massachusetts, Vehicle Wash Systems Inc, has been an innovative leader in the car wash industry for over 40 years.

Its President, Martin Geller, has over many years manufactured car washing equipment for both the individual car wash owner as well as developing custom systems for the automotive industry, truck and bus washes. As an Owner/Operator of numerous car washes over the years, Mr. Geller and his staff have a keen eye for what is needed to complete ground up projects as well as single pieces of equipment. With their combined experiences in the areas of electrical, mechanical, plumbing, etc., they can assure you that your project will be completed on time every time.



The FASTRAC™ IN-BAY MINI TUNNEL car wash system provides the car wash owner, or the new investor, the flexibility of washing 45 cars per hour in a compact space, as short as 30 feet long, using the latest and most efficient design concepts.

Flex Wrap-Arounds (Foam Washing Material) are coupled with stainless steel and are a standard option with this unit.



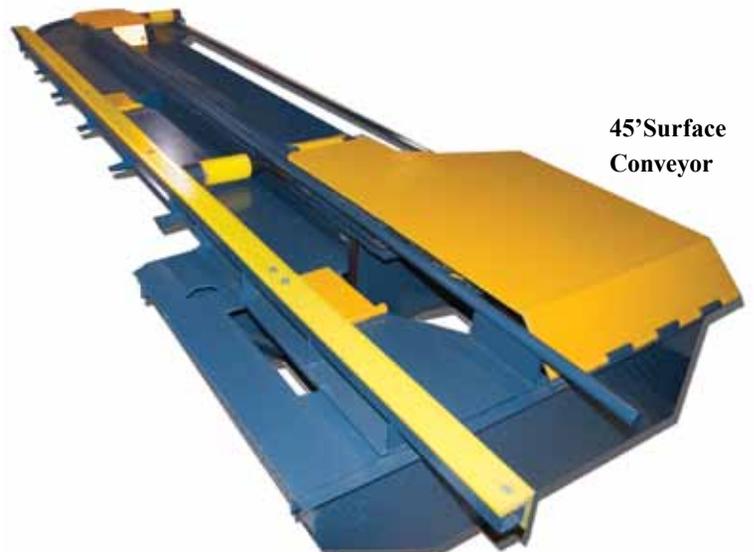
Constructed of Stainless Steel, the FASTRAC™ IN-BAY MINI TUNNEL System consists of a Conveyor and Correlator. The electric drive Wraparound Washers with soft foam material, Rocker Panel Washers, and overhead Mitter with a 90" high clearance, provide ample cleaning power to get the job done. The system comes complete with a Tri-Color Polish Wax Arch, Sealer Wax Arch, 45 H.P. Drying System, Sign Package, and optional "Awesome" Tire Shiner.

The FASTRAC™ IN-BAY TUNNEL System is a low maintenance, high wash volume package.



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45° Surface Conveyor



Why the FASTRAC™?

This unique Mini-Tunnel will fit in the same space as most In-Bay Automatics yet processes four times more vehicles per hour! Plus, its simple mechanical design is easy to maintain. No computer engineer needed here! All this and the FASTRAC™ is still priced comparable to much slower and more complex in-bay automatics.



Low Rocker Panel Washers (Foam Washing Material) are coupled with stainless steel and are standard with this unit.

Options:

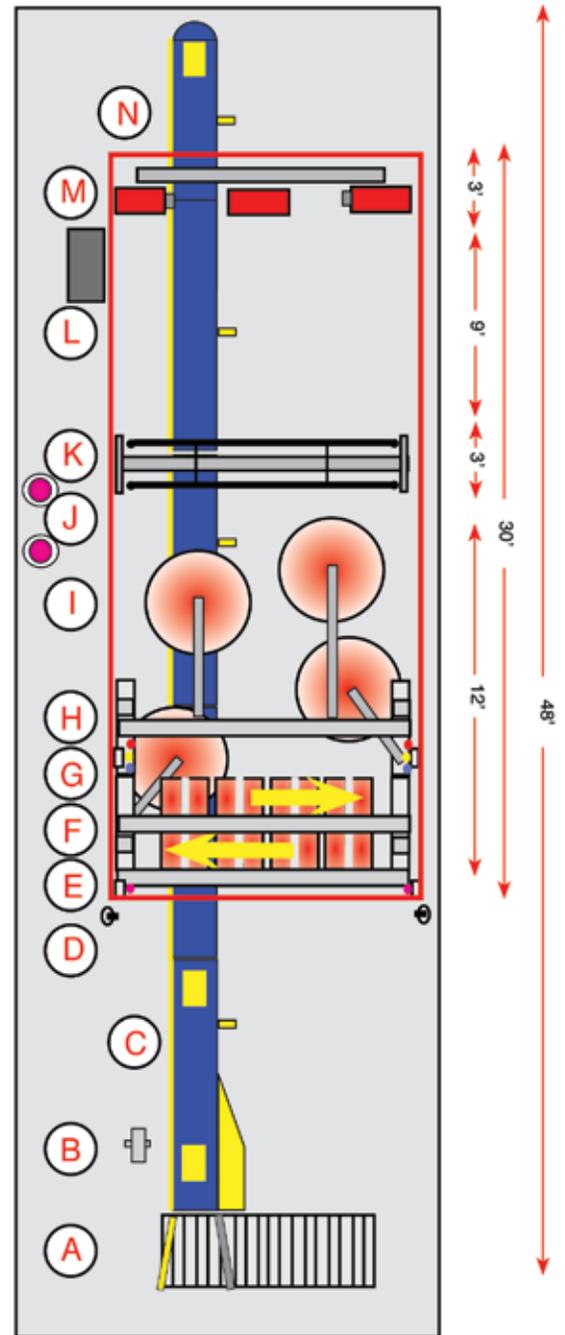
- Rear Wheel Push
- Over N Under Conveyor
- Tire Dresser
- Under Body Rinse and Flashing Sign
- Auto Cashier with Gate

Dimensions:

- Overall Height - 10'7"
- Overall Width - 13'
- System Length - 48'
- Standard Vehicle Clearance - 96"

Specifications:

- Bolt-Sleeve composition for added stability.
- Frame Stainless Steel lifetime guarantee
- Water Supply: 1.5" @ 40PSI
- Maximum Vehicle Size: 90"H x 108"W



Features:

- A.** Roller Wheel Correlator
- B.** Tunnel Controller
- C.** 45' Surface or Over n' Under Conveyor with Hydraulic Power Pack
- D.** Activation Switch
- E.** Soap Foamer Pod
- F.** 8 Basket Side to Side Mitter Curtain
- G.** Tri Color Foam Applicator with Chemical Station
- H.** Lower Side Washers (Cloth Washing Material)
- I.** Flex Wraparounds (Foam Washing Material)
- J.** Flashing Signs (Tri Foam/Sealer Wax)
- K.** Dual Rinse Arch with Chemical Station
- L.** Motor Control Center
- M.** 45 HP Blower Arch
- N.** Top Trim Package

OPERATOR SPOTLIGHT



by John Tobias, Kleen-Rite Corp.

Festival Car Wash

Cedar Falls, Iowa

Growing up as a grain farmer, Brian Oberreuter decided in 1979 that he'd like to take a crack at operating his own car wash. He purchased a gas station and built his own single self serve bay on the site.

"It was trial and error in the beginning," says Brian, "I had no car wash training per se, I just basically taught myself as I went."

That was the beginning of Brian's car wash passion. "The money was good and I really enjoyed designing and building the washes."

Since then Brian has built or purchased over ten separate car wash locations. "The biggest challenge with running over ten locations is simply keeping everything going and managing the employees. There is a distance of 140 miles between my furthest sites, so I am on the road quite a bit."

A little over a year ago, Brian's son, Daxton, came on board to help his dad run some of the operations.

"I really enjoy the business," says Daxton, "It's always something different. Whether hiring or firing, handling the money changers or placing chemical orders, it's never a dull moment. Finding the right people for the job can be a real challenge."

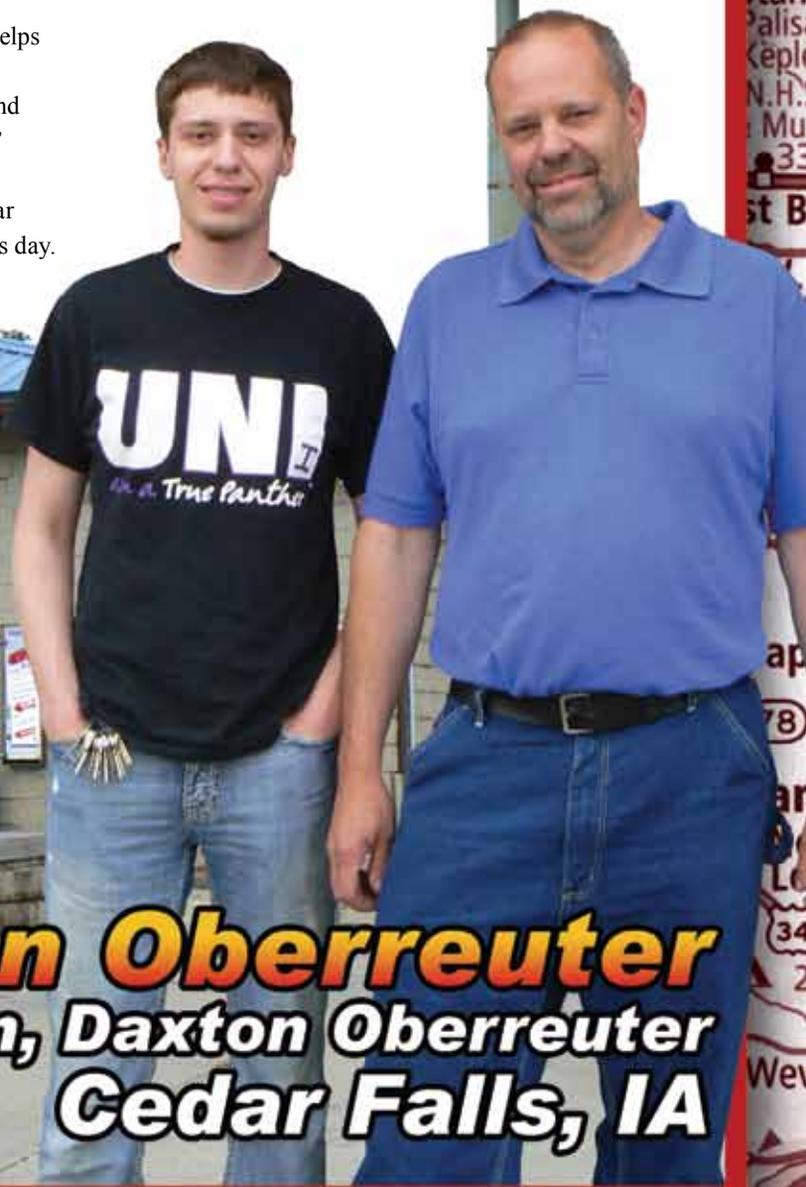
Recently we added a new message center sign," according to Brian. "It was a costly purchase, but definitely worth it. The sign has drawn in more business, the idea is to keep the messages fresh and pertinent to our customers."



Future plans Brian is considering is the addition of friction type automatics. "Currently we have touchless applications in our automatics. Bugs are a real problem for us here in the Summertime and we feel the friction automatics will help us with bug removal."

"I've been ordering from Kleen-Rite since the early 80's. I have a great relationship with Mike. They are by far, the most competitive as far as price is concerned. And that directly helps my bottom line. We order every couple months, trying to consolidate our orders for the best shipping deals. I'd recommend Kleen-Rite to anyone wanting to be successful in the car wash business."

It's surprising to learn that with the time demands of running over 10 car wash locations, Brian still finds the time to continue grain farming to this day.



**Brian Oberreuter
& son, Daxton Oberreuter
Cedar Falls, IA**





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