

THE KLEEN-SCENE

YOUR RELIABLE SOURCE FOR CAR WASH INFORMATION

ISSUE NO. 26 February, 2016

**THE BEST
FOR LESS!**



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Impact
With Your Vacuums**

Coin Acceptors
Common Questions & Answers

Money Pits
Pit Cleaning A Niche Market

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A Closer Look At
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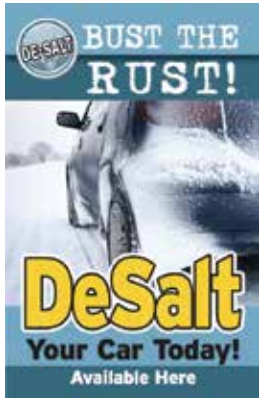


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Another year is in the books.....Here in the Mid-Atlantic region we have made it through late fall and early winter without any snow or many cold days. That is good for many things however not car washing. We all know we would like to see a couple of inches of snow fall strategically each week on Tuesday followed by several days of sunshine. This is wishful thinking because by now we all should know the weather is what it is and we need to plan to run our business despite the weather we are handed.

What is your game plan in 2016? We hope your plan is more than anticipate better weather!!! If you don't already have a plan for 2016, take an hour and make a list. It doesn't have to be fancy just hand written but create your to-do list for 2016. Create your plan titled "2016 Plan of Continued Success" Here is a quick list of questions to consider. What needs to be repaired? What needs to be replaced? Do you need new signage? How is your landscaping? Do you advertise? Are your services priced right? Simple questions but you need to start somewhere. Give us a call we would appreciate the opportunity to help you execute your plan of continued success in 2016.

Like always we use this space to say Thank you to our customers for the opportunity that was given to us in 2015 to service your needs. We sincerely appreciate the opportunity and continue to plan for a bright future. We will work hard each and every day to improve ourselves and our business. We wish everyone a prosperous 2016 and look forward to being Your Reliable Supplier to the Car Wash Industry.

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MONEY PITS

Car wash owner striving for pit cleaning economy becomes niche market provider!



When Gary Fisher bought his Oskaloosa, Iowa, car wash back in 2009, it had one operating cost in particular that bothered him: the annual price of cleaning the pits of its three manual bays and one automatic bay. “They told me they had been running about \$6,000 dollars a year. Right away I thought, there’s got to be another way.” Fisher researched buying his own pit cleaning equipment.

“I can’t speak for everyone. Whether it makes sense financially to buy your own pit cleaning equipment will vary from operation to operation,” Fisher said. “But in my case, if I could save \$6,000 a year on paying for my pits to be cleaned, I figured it wouldn’t take long for a machine to pay for itself.”

Vacuum trucks were out of the question. They were too big for most car wash bays, Fisher said. And even if they had fit, quality used rigs run anywhere from \$100,000 to \$600,000 depending on their make, model and year.

Still, it’s not a simple decision. Other considerations figured into the equation, such as cost to run it and to pay for its upkeep and eventual repair, plus the time and labor spent doing his own work, and where to store it when it wasn’t in use.

Fisher studied pull-behind units that a ½-ton or ¾-ton pickup could tow. The first unit he purchased, a Ring-O-Matic 1000T, operated on just a 5 ½ hp engine, so its fuel expense was low. Fisher quickly became expert at operating the level-controlled hydraulics of its articulated boom and clamshell bucket. “They’re very easy to use,” he said. “I got it down to a pretty fluid motion.”

The clamshell lowers down through his bays’ rectangular 2-foot-by-3-foot pit openings. “You don’t need a huge opening for the clamshell, but you do want to have enough access room to maneuver it around inside the pit,” he said.

Fisher would bring the closed clamshell full of solids vertically up out of the pit, swing it over the back of the 73-cubic-foot dump box and lower it down inside before opening it, minimizing splash. Start to finish, he could clean a pit in a little more than a half hour.

Fisher was pleased with the clamshell-style 1000T until he ran into an interesting problem. “I eventually had some other car wash owners that wanted me to do their pits, too, but the 1000T wouldn’t work in some of theirs. For instance, one guy’s pits had round accesses too small for it.”

To accommodate the different style of bay accesses, Fisher sold his 1000T two years after buying it and invested in a Ring-O-Matic 850 Deep Vac—the “other way” to clean a pit.

Clamshell-style machines primarily haul up solids, leaving most of the water in the hole and minimizing disposal requirements. Vacuum-style machines, however, suck up all of the pit’s contents into a large storage tank on the trailer.

The vacuum power of Fisher’s Ring-O-Matic 850 Deep Vac is supplied by a heavy-duty Masport rotary vane pump. Its 25-foot, 3-inch suction hose connects the tank to a suction tube. “It works just like a giant shop vac,” he said.



Jim Zylstra
Sales and Marketing
Manager for Ring-O-Matic

Like the clamshell-style machine, the Deep Vac pulls easily behind a standard ¾-ton pickup truck on a balanced trailer with 12,000-pound axle capacity. He has no problem getting into any car wash's bays: "It even fits in tunnel washes and automatics that don't have high clearance."

As for disposal, Fisher said that can be handled a number of ways for either style of machine. "Car wash operations don't involve any hazardous materials, so it's just a matter of working within a given county's or state's regulations." Fisher takes his pit debris to the local landfill. "They charge by the pound, but you can cut cost by letting the contents dry out. Then you're only paying for the weight of the dry solids."

Fisher's Deep Vac not only saves him money but is now paying for itself through his side company, Quality Pit Cleaning. "The number of companies we serve varies, but we have numerous clients."



The difficulty of cleaning a pit also varies, Fisher said. "There are so many different sizes and configurations. And a lot has to do with the consistency of the mud, how dry it is. But my unit is very capable of doing the job. It's got a lot of vacuum."

It also came standard with a pneumatic load breaker and pressurized off-loading to handle tough waste.

Jim Zylstra, Fisher's Ring-O-Matic sales rep, said, "We have some car wash owners who, like Gary, not only save by cleaning their pits themselves but have found work on the side for their pit cleaners – and not just at car washes. A couple of clients I know run portable outhouse services with theirs. The pull behind units also work great for Port-a-Johns or even septic pits in confined areas that are difficult for a full-sized vac truck."

Zylstra said the 850 Deep Vac sucks up any kind of liquid to depths of 15 feet, making it a versatile machine: "It'll clean a 100-cubic-foot pit in about an hour, any pit. For septic services, it can be pretty handy, too, since the cost of vac truck services has been steadily increasing over the years. The list of things our customers find for their equipment to do once they get it just doesn't stop growing."

Although the vacuum-style pit cleaner offers increased versatility, the type of machine owners prefer varies from customer to customer. Fisher liked both: "They each have their own benefits. I was fine with the clamshell. It's easier to operate, since you just work its levers, whereas with the vacuum unit you do have to physically direct the hose in the pit, shoving it here and there. But the Deep Vac does a nice job, too, and it's not really that hard to use, either. My son uses it with me."

Having his own equipment may give the expression "money pit" a brighter connotation for Fisher, but he has discovered other advantages

in addition to its financial benefits. One of the biggest is convenience of scheduling.



Fisher has his own bays on a 12-week cleaning schedule, which he recommends. "It's preventive maintenance, really. I recommend it for my customers. You really don't want to wait until there's a problem."

Cleaning can be done when it doesn't interfere with car wash traffic. "We mostly clean during the night, on days of the week when the bays aren't that busy. That's a huge benefit, cleaning when it fits the customer's schedule, not someone else's."

Fisher said the cleaning routine isn't rigid, however: "We have no problem going in off schedule if the bays get full sooner. And we've definitely done that. The main thing is, don't get behind on cleaning the pits."

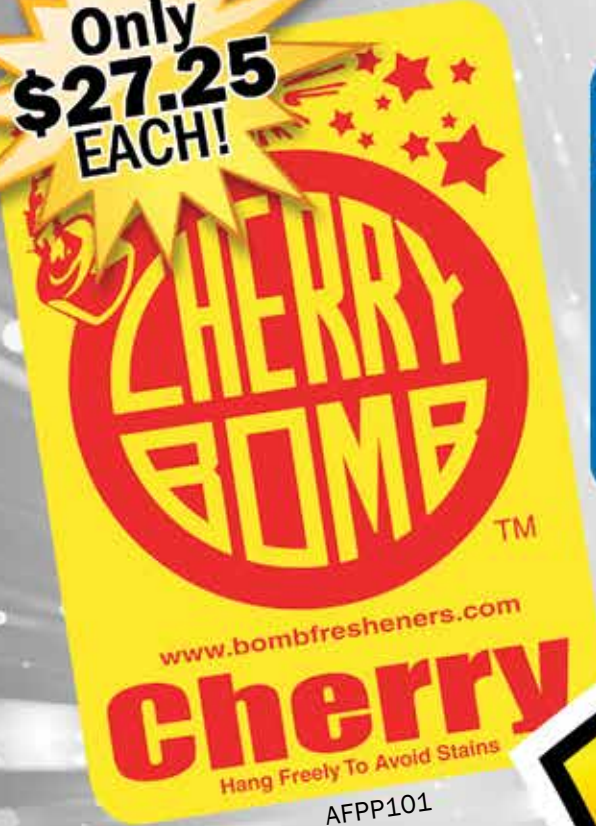


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EQUIPMENT:

Coin Acceptors

Troubleshooting with Parker Engineering

by Linda Parker, Parker Engineering

While the weather outside might be “frightful” we hope to make the atmosphere in your car wash delightful!

Ok, I am taking a big liberty with an old Christmas song but it’s true. Our number one goal is to make our product as bullet proof as possible. I believe this is a truth that all equipment suppliers in our industry would agree with. If we can’t do our part to keep your wash up and running we all lose.

Communication is key in resolving any problem and is a first priority when you call us with an issue. Understandably you may be under duress and frustrated because you have a bay down and perhaps the equipment is malfunctioning on the busiest day of the week. And I am sure that you have all had an irate customer or two who have read you the riot act because his quarter had been “eaten” by the machine. Add to this the frustration of trying to track down exactly where the problem is coming from...the list of potential possibilities is enormous. And now let’s try to diagnosis what’s going on over the phone. Yes, long distance troubleshooting can be frustrating.

Here are some of our best tried and true questions and tips

1: What is the brand of timer that you are using, the model of coin acceptor, and what type of equipment is this being installed in?

2: Are the problems related to already existing equipment that you are trying to replace or a new build or rehab?

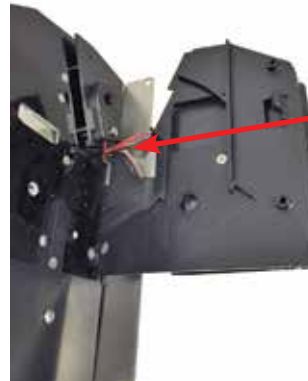
3: Have as much info about the other equipment that you are interfacing with.



4: Use a meter to check that power is going to the black and yellow wires. Make sure that your meter is set to read AC volts. Connect the red lead to the yellow wire at the timer. Connect the black lead of the meter to the black wire of the coin acceptor at the timer. The power supply to the timer must be turned on. The acceptable range of power should be 20 to 26 volts AC



5: Are the sample coins in place? If you have a multiple coin acceptor and you are only want to accept one coin there still needs to be different sample coins in place for good discrimination. An empty coin holder will result in your acceptor not performing correctly



6: Is the coin path clear? No jammed or bent coins stuck in the coin path?

7: Check to make sure that the wiring harness is not interfering with the moving part on the coin acceptor.

8: Are the wires all intact – nothing broken or cracked?

Sometimes it takes a few shots at a problem to solve it. Be as patient as possible.

Each and every customer is important to us and we try to find a solution to your issue. Electronic parts fail, humans make mistakes and Mother Nature can wreck havoc in your wash. We are committed to continuously improving our products and services. And, in the majority of situations we can resolve your issue.

Here is an example of a new warranty product that we encountered:

The owner of this car wash called after suffering a substantial loss from a tornado. He was making light of a very difficult situation as he laughingly asked if this new unit would be covered under warranty! In the end we were able to fix even this mechanism. The moral of the story is to always ask a manufacturer if their product is repairable/rebuildable. You might be surprised by what you find out.



Linda Parker

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THROUGHOUT FEBRUARY

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D'Lime High pH Presoak:

D'limonene based presoak provides great foam coverage with a pleasant citrus aroma.

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| 5 Gal | NAP5210 | \$51.25 |
| 30 Gal | NAD30210 | \$252.50 |
| 55 Gal | NAD55210 | \$397.25 |



BUY THIS..

Make it Shine Low pH Presoak:

High foaming, designed for a 2-step presoak application. Great on glass and chrome

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|--------|----------|----------|
| 5 Gal | NAP5206 | \$51.25 |
| 30 Gal | NAD30206 | \$252.50 |
| 55 Gal | NAD55206 | \$397.25 |



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HOT PICKS

from our Experts

Keith Lutz



The beauty of Kleen-Rite and the carwash business is always having something new to see. Working from the ground up, Keith has learned a great deal and has chosen LED lighting as his Hot Pick of the month!

LED LIGHTS



“LED Lighting pertains to every car wash in the industry. All washes use lighting and it’s at the pricing point now that there is a return on all investments.”

Operators can expect to see 60-70 percent in reductions on lighting costs just by using the LED lighting. Which is why Keith recommends this product for return on investment, the creation of ongoing savings, and the brightness of the light.

“The lights are so much brighter that it makes the carwash seem more welcoming and inviting which an operator will appreciate very much.”

With the latest pricing, now is the time to make the switch to LED!

Mike McKonly



Kleen-Rite has always been a family owned company that President Mike McKonly grew up in since he was a small boy. Mike learned the ins and outs of car washing from his Mom and Dad, bringing that experience with him to this day.

WINTER BLEND SOAPS



“For my hot pick I chose the winter foam brush and trifoam. I always change my foam brush and trifoam to the winter blend which I suggest everyone should do,” Mike said.

The winter trifoam and foam brush are an excellent way to keep your maintenance issues down and out of the way McKonly said. You will never have the problem of your lines freezing or your customer unsatisfied.

“The operator will spend a little more money on this particular foam but it is a very good value in the end,”

“Kleen-Rite brand has always been our best value, which I use and so should you!”

Tom Allen



As the original employee, Tom Allen, has put in over 30 years of work with Kleen-Rite. From car wash meltdowns to the construction of new washes, Tom has done every job there is in this industry.

DELUXE COIN BOXES



For Tom’s hot pick of the month he chose the deluxe coin boxes.

“The deluxe coin box can adapt to any system. The way I fix them, the way I wire them, I can put the boxes into any system that exists right now and make it work,” Tom said.

Tom feels that coin boxes can be simple, neat and easy to work with and recommends to those who are buying a car wash, to go with a credit card system. They can add crypto pay with that coin box without making any major modifications to it because it is already set and made for it, “It’s just plug in plug out.” “Anything the customer wants done can be adapted to our coin box.”

LED TUBE LIGHTS Installation!



G&G LED's newest WPX Series plug and play LED fixtures have dramatically reduced installation time for operators. This innovative line is brighter and more efficient than ever but has reduced average installation time to one hour per bay! There has never been a better time to upgrade your facility to LED lighting. Below is the step by step installation process showing just how easy it can be!

First, determine the dimensions of your bay(s) and the appropriate G&G LED bay lighting package. Most self-serve and automatics bays are an ideal match for either the GG-WPX32 or GG-WPX48 bay package. Kleen-Rite is happy to assist with any questions in your selection.

Now you're ready to install. Follow the five simple steps below for a bright and energy efficient bay!

- 1** Using a chalk line, snap a line down the entire length of the bay at the position you intend to mount the row of fixtures. Recommended mounting is on the ceiling, 2-3' in from the walls.
- 2** Next, mark on the line where the mounting clips are to be affixed (exact measurements are provided; use 3 clips per 8' light).
- 3** Secure the mounting clips and snap the fixtures into position by pressing them up into the clips.
- 4** Install the push and click, wet location jumper cables between the mounted fixtures. Ensure the last fixture in each row is sealed with the provided end cap.
- 5** Bring the leader cable from the first fixture into the low-voltage power supply. The power supplies are rated for wet locations and can be mounted remotely or inside the bay depending on the application. Wire in the power supply and you are ready to go!

Turn on the power and see the difference for yourself, yes it's that easy! Greatly enhance the aesthetics of your facility and be proud of going green with G&G LED!



made in 
AMERICA



I own an 8 bay self-service wash that had metal halide lighting. Each month I would get the bill and cringe. It would be \$500 to \$700 dollars per month. Upon investigating at several electrical supply stores it seemed they knew little about LEDs. I spoke with several carwash operators who had installed LED lighting and they were very happy with their decision. I began to contact suppliers of LED lighting.

I learned that my electricity provider Duke Progress Energy offered a rebate based upon how many watts you reduced. This meant they would pay me about 5000 dollars in a rebate. The lights I chose had to be on the Design Light Consortium list or be energy star rated to qualify for the program.

I did my homework looking at every lighting company out there and every option. I concluded that in my bays the best deal was G&G LED tubes. I installed four 8 foot tubes in each bay and I was blown away by the amount of light. They were relatively easy to install using the existing wiring for the old lights.

So here is the bottom line. I spent 17,000 dollars on the lights and got a 5,000 dollar rebate bringing my total to 12,000 dollars out of my pocket for the whole project. (Mind you I installed them myself and I am no electrician).

So I sat back and waited for a full billing cycle on my new LEDs. In August of 2014 my bill was 500 dollars. This August of 2015 with all the LED lights installed my bill was 200 dollars. I saved 300 dollars. I have now converted my other four washes to LEDs and expect similar results. So let me repeat that... 30 percent ROI for me.

Brian Harbour - E&J HARBOUR WASHES INC.
Cameron, North Carolina



The Next Generation

The newest DVR and Camera security systems

The next generation of video surveillance is here. Analog HD CCTV (analog high definition closed circuit television). This technology has been advancing for the last 4 years starting out with what is called HD-SDI that has some draw backs including cable lengths and cost. Then HD-TVI came out slightly before AHD (Analog High Definition). Both entered the market with a 720P picture (1.3 megapixel) and now with 1080p (2 megapixel). Both of these formats were developed by chip manufacturers for cctv. TVI was at first more expensive until AHD arrived and was offered as non-proprietary meaning camera manufacturers did not have to pay a fee using the format which results in more manufacturers developing and manufacturing this format thus keeping costs lower. Our DVR's support both formats although we primarily support selling the AHD format. Both these formats have solved the transmission length and the cable quality sensitivity issues of SDI. The maximum RG-59 coax cable length distance for AHD is 700 feet.



Introducing 1080p High Definition Hybrid DVR

Before if you wanted a megapixel CCTV recording you had to use IP (internet protocol) cameras using CAT5 cable which meant you had to set up and manage a network that most operators do not understand or want to. With AHD it is simple plug and play like the traditional CCTV cameras. This also means that if you currently have a video system and want to upgrade you can simply change your DVR and Cameras and keep your existing cables and infrastructure you already have. If you want to change a little at a time no problem, the DVR handles both HD and traditional CCTV cameras at the same time. If you are installing a new system it means you just simply run one Siamese cable to each camera and connect it to the DVR, no network configuration needed and there are no compatibility issues that IP cameras have had.

The beauty of this new technology is Ease, Quality, and Affordability. The DVR's are less expensive and the cameras are the same price as the traditional CCTV cameras.

The video picture you will get with these cameras are very clear and will allow you to see license plates in your bays, scratches on cars before they go through a tunnel during daylight hours or good lighting, better facial recognition and better detail of the wash. As with past HD limitations the night time light requires the lens to stay open longer to gather the image which degrades the picture enough that license plates are difficult to read. The quality of the picture is still better at night than traditional CCTV cameras. Because of this we still recommend the analog license plate camera that we have been using and the DVR supports this format. I do believe in the future the technology will improve and allow us to use HD cameras to get good night time plate reads at an affordable price much like the analog ones have.

Real time experiences in the last two weeks with these cameras:

Last week I viewed remotely on my iPad a person stripping copper wire (not mine thankfully) at the back of my carwash. I called the police from my office 10 miles away and was able to give a good description and could clearly see what he was doing. The police showed up and arrested him.

Another time I remotely saw an unmarked van in the bay not washing and the picture was clear enough I could see water coming out the side van door recognizing it to be a carpet cleaner dumping in the bay pit. I could see his license plate on the same camera in the bay. I called our local police who said they would try and help us since we had a plate and good description with video. I am able to



now see if we have any ice forming on the bay floors so we can take care of it before someone gets hurt. These were all images that I could see before but could not tell what was clearly happening.

Our Turbo Wash DVR is available in 4, 8 and 16 camera models. We support HD-AHD, HD-TVI and Analog formats also called a Tribrid.

The AHD cameras we recommend come in vandal resistant "eye-ball" dome with day/night and IR for night. They are waterproof to IP66 rated meaning: "Water projected in powerful jets against the enclosure from any direction shall have no harmful effects". These are the same housing we have been using and recommending for years in the traditional CCTV cameras we have sold.

Advantages of AHD are:

- You can use existing traditional coax cable
- 1080p HD video (2 Megapixel)
- Tribrid DVR thus allowing you to upgrade cameras as you go.
- You can view remotely by smartphone (Apple and Android), Computer (PC or Mac) using either Client software or web Explorer.
- Easy Setup
- Affordable

New Camera Cable Connectors

We have a new CAP BNC connector that is much more secure, easier to use and reusable. See it on the Kleen-Rite Video at:



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- Simple angle adjustment in seconds
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- Easy Fast and Reliable Install
- Solid Resistor

\$99.99

TWCAPKIT-1

QR code and video player for CAP BNC Connector HD Small Kit.

SCAN TO WATCH

CHEMICALS:

Simoniz Prime Paks

Space saving product management system

by Doug: The In-House Soap Specialist



Are you tight on space?

Don't want to mix powders

Want simple product management and storage?

Simoniz Prime Paks with NoH₂O technology may be exactly what you are looking for. With convenient 2/ 2.5 gal cases, 5, 15 and 30 Gal. sizes available for a wide range of applications. This line was designed for In-bays, Conveyors and self serve style washes.

Bill Gora President and Technical Director at Simoniz; "Until recently the only effective way to introduce alkalinity to a concentrated wetting agent, surfactant, and foam additive base... was to add the alkalinity separately, i.e. blend them together. This could be done with a powder or a liquid...we have used both in the past. However, the convenience factor especially with powders, really wasn't there.



Over the past two years there have been some major breakthroughs that have come as a result of the "green movement". The demand for more concentrated products

resulted in the introduction of surfactant systems that are more soluble, more biodegradable, and more stable in alkaline and acidic environments. Plus the advent of polymer-based liquid dyes and water-based scent allowed us to formulate with less water.



Universal Brush

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Premium quality brushes made in the USA for over 60 years



FO1808G

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Triple Surface

NYLON FOAM BRUSH

- Fits in 5 Gallon Bucket!
- Flow Through Head!



FO1808

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Triple Surface

HOG'S HAIR FOAM BRUSH

- Fits in 5 Gallon Bucket!
- Flow Through Head!



FO211ABL

MONSTER HOGS HAIR

W/ ALUMINUM HEAD

- 20-25% more bristles!

\$46.50

Available in 7 Vibrant Colors!

These "new aged" highly effective materials have allowed us to create true concentrated systems that contain little or no water...systems that two years ago were not available. ...at least not at this level of concentration. Our involvement in the janitorial area...where agencies like Green seal and EPA have created standards...opened our eyes to this technology which we have now applied to our car wash chemistry."



With approximate usages of between 10-20ml per car and anywhere from 950-1900 cars from a 5 gal pail this line saves you money, space and shipping cost. Mixing is easy and convenient. Works with all types of proportioners...in every type of car wash. Check out the Kleen Rite website for links to videos and product info or give Doug a call to discuss your car wash needs.

Quick Dry
MICROFIBER

TOP SELLER!



MICROFIBER
Vend Packs
12x16" Towel
Vend Ready
100 / case

Item VS182

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MR NOZZLE

WHAT'S NEW?

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Both 15 1/2" Long!



Mr. Nozzle's combines the functions of the crevice tool and claw nozzle. Vacuum more thoroughly by combining both functions. Wide opening enabling strong suction and efficiency for large areas, while also maintaining a narrow shape for hard to reach places!!!

VACT150
\$3.75

VACT200
\$3.75

Nozzle Hanger

Aluminum
Nozzle Hanger
for use
with Crevice
Claw Tool

Fits
Both
Sizes!



VCHH30
\$38.50

Hose Adapter 2" Inlet Valve



VCHA150
\$11.95



VCV500
\$21.99

MAKE AN IMPACT!

with your **Vacuums**



Who doesn't want to attract more attention to their car wash site? Getting people to see your location and what services you offer can be half the battle of growing your business. The following are some suggestions on ways you can make an impact with your vacuums to draw customer's attention to your location.

CENTRAL VACUUMS

The biggest attention grabber and statement you can make with your vacuums is with the Central Vacuum System. J.E. Adams is now offering single arch, dual arch and no arch central vacuum systems. The overall look of the system is sleek and sturdy. It will call out to your customers that this is where the vacuums are! These systems



feature stainless steel accessories for a rust free, hi-tech look. The main collector, pre-filter collector, locking trash can receptacle, mat racks, arches and claw/crevice tool holders are all stainless steel. The stanchion itself is powder coated steel and comes standard in Red, Yellow, Blue or Green. The canopy really sets off the look and calls out to customers that this is where it's at! Add on a LED light kit and BAM! You just made heads turn!

Having a design that is modular allows you to customize the look and features that best suits you. J.E. Adams offers a wide variety of hose colors to choose from to set your look off. Go with a same color canopy or switch it up to a contrasting color!

If the centralized motor and collector isn't for you but the look is, you can mount a J.E. Adams vacuum to the stanchion and have individual vacuum units! You can use commercial no-pay vacs, vacuums with payment systems or vacuums with both options! Dress up your site with classic stainless steel domes or brighten things up with a colored lighted dome. Our engineers designed this system to be flexible enough to meet our customer needs. Give us a call today and let us design a central vacuum system that will meet your needs and exceed

16 your expectations!

ARCH BOOM STANCHIONS

So you love the idea of the Central Vacuum look but your current vacs are only a few years old so it doesn't make sense to start from scratch. What now? Check out the J.E. Adams Arch Boom Stanchions! These stanchions can be purchased individually as a swivel arch boom or a fixed arch boom. You can easily mount these stanchions next to existing vacuums and create a whole new look on your site that catches everyone's attention!

The swivel arch boom stanchions are preset to a 180 degree swivel but can be adjusted from a fixed point all the way to a 360 degree swivel. A centering spring system can be added to these units to ensure a uniform look after each use by gently swinging the arch back to its preset home location.

You can dress these stanchions up further by adding LED light kits making them night time user friendly too! The stanchions come standard in blue, yellow, red and green. Vacuums can be mounted directly to these stanchions or the stanchions can be placed directly next to the vacuums making this a versatile product that can add life to your vacuums and money in your pocket!



NEW DECALS

"I put new decals on and now my customers keep telling me they love our NEW vacuums!" We hear this all the time!

One of the simplest ways to make an impact with

your vacuums is to ensure they look great! Old, faded, and peeling decals portray worn out vacuums. Replace them with a set of shiny new decals and bam, your customers will think these are brand new vacuums and will want to use them!



Did you know that you can get a variety of colored decals for most J.E. Adams vacs? Change up the color of your decals completely and

really make heads turn towards your vacuums! Contact Kleen Rite today to find out what color options are available for your machine!

LIGHTED DOMES AND COLORED HOSES

Another great way to make an impact with your vacuums is with colored domes and hoses! This is an inexpensive way to coordinate your vacuums with your car wash color schematic to really make a statement.



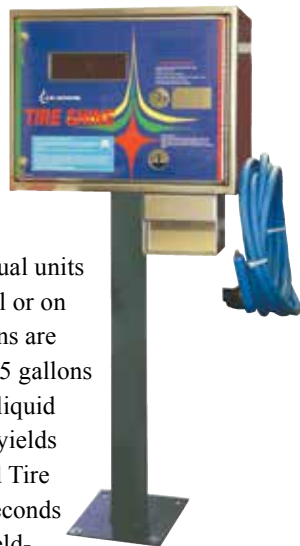
Domes come in red, yellow, blue, green, purple and white. Hoses are available in red, yellow, blue, green, black, rainbow, beige/black and grey. Most hoses are available in either the standard 2" diameter or a 1.5" diameter and lengths of 15', 25' and 50'. Swapping these 2 items out is an easy job that will make a big impact in a short amount of time.



EXTRA SERVICES – COMBO UNITS

Check out your competition. Do they offer shampoo/spot remover, tire shine or fragrance? You could be missing the boat on these extra services. Customers love that they can easily detail their interior and exterior in one stop to the car wash.

Detail stations can be purchased as individual units that can be added in-bay, mounted to the wall or on a pedestal near your vacuum area. The returns are great! A shampoo/spot remover dispenses 2.5 gallons of foam per minute which is equal to 1oz of liquid formula. So that means 1 gallon of formula yields 128 minutes of vending time! Fragrance and Tire Shine are dispensed at a rate of 3/4 oz in 30 seconds which is equal to 1.5 oz of liquid formula yielding 85 minutes of vend time per 1 gallon of formula.



To save space and make it a one stop shop, detail stations can be combined in the same unit as your vacuum. Check out the J.E. Adams combo units! The most popular unit is the 29060 Ultra Series Vacuum with Shampoo, Spot Remover and Fragrance. This unit comes with 3 motors giving you the option to up-sell your customers the 3 motor turbo vacuum!

The bottom line is that you don't have to spend a fortune to make an impact with your vacuums! The options are out there. J.E. Adams and Kleen Rite are ready to help you transform your site and grow your profits. Contact Kleen Rite today to discuss what the best option is for you!

Tired of chemical suppliers making you buy 3 products; a drying agent, a protectant, and a wax when you need only one?



An all in one product that out performs everything else. Stronger. Better. Faster. 901 does the job of multiple drying agents, windshield vision aids, sealer waxes and clear coat protectants in one application. Works in self serves, bays and tunnel car washes.

**AVAILABLE ONLY AT
KLEEN RITE**

“These vacuums were the PERFECT SOLUTION”



Chris Presswood, Owner, Finish Line Car Wash, Kentucky

New 360° Vacuum Swivel BOOMS

“These vacuums were the perfect solution to our project. They look good, customers love them and it fit our budget. We expect years and years out of this investment.”

- Connects to any JE Adams Vacuum
- Quick Disconnect Hose for theft prevention
- Height of arch: 155”
- 102” from the back of mounting plate to tip of arch
- Includes Claw Hanger
- 180° stopper available
- Post colors: Blue, Red & Yellow

For more information on JE Adams Booms and Central Vac Systems contact Kleen-Rite - 800-233-3873

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



A Closer Look

AT KLOPP WET COIN Counters & Sorters



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

CAR WASHES AND THE WET COIN DILEMMA

By Dan Nelson, President, KLOPP International, Inc.

Experienced coin-operated carwash operators know the problems associated with counting wet coins or tokens. Most, if not all, of the coins/tokens collected are wet. These wet coins have to be dried before they can be counted. This is the situation with most coin counters and sorters on the market, but not with KLOPP Coin Counters and Sorters. Normally, coin counters drive coins over a flat surface with a single upper wheel or belt. When coins are wet, this method creates a skid effect similar to your automobile tires on a rain soaked road. This does not happen with KLOPP Coin Counters, which utilize both upper and lower drive wheel mechanisms. This unique and exclusive design allows wet coins or tokens to be transported through the counting process with the same speed and efficiency as though they were “bone dry”. This double-roller feed is similar to a high-speed printing press. In addition to counters, KLOPP also offers Manual Coin Sorters for wet coins and tokens.

KLOPP Wet Coin Counters and Sorters

KLOPP offers 4 types of machines that can process wet coins:



- One type is a Counter/Wrapper/Bagger. These machines are manually (Model CM) or electrically (Model CE) operated machines that count all denominations of coins and 5 different token sizes, one denomination at a time, and deposits them into paper wrappers. These machines will also count continuously into a bag.

- Second is the “One Coin” Counter/Bagger. The Model CMB and Model CEB machines are the same as our CM and CE Models but count one size only, which you specify, continuously into a bag. These machines do not have wrapping or multiple coin capabilities.

- Third is the KCS Series Coin Counting Scales. These scales have a capacity of 60lb (KCS-60) and ship pre-programmed for all U.S coins. Car Wash tokens can easily be programmed.

- The Fourth type of machine is the Manual Coin Sorter (Model SM). This manually operated coin sorter will separate up to 4 wet coin/token denominations at one time, at a rate of 600 coins per minute. Sorters are customized to handle a wide range of coin and token sizes. Manual machines are required for sorting wet coins so that the machine can be slowed down to process the coins as they move down the rail to the sorting bins.

Coins are covered with oil from the public's hands, plus dirt and grime.

KLOPP Maintenance and Service

The main reason to purchase coin handling equipment is to save time. Do not defeat this purpose by allowing your KLOPP Counter or Sorter to become excessively dirty. Coins are covered with oil from the public's hands, plus dirt and grime. As the coins pass through the counting or sorting mechanism, the dirt rubs off the coins and onto the surfaces of the counter. Add a little dust and lint in the air and you will eventually have a gummy machine. It should still work but not as fast as it will when it's clean.

Of the most important service points for operating your coin handling equipment, the first nine are “keep it clean” and the 10th is “watch for bent coins”. Follow these easy maintenance tips for a smooth-working machine:

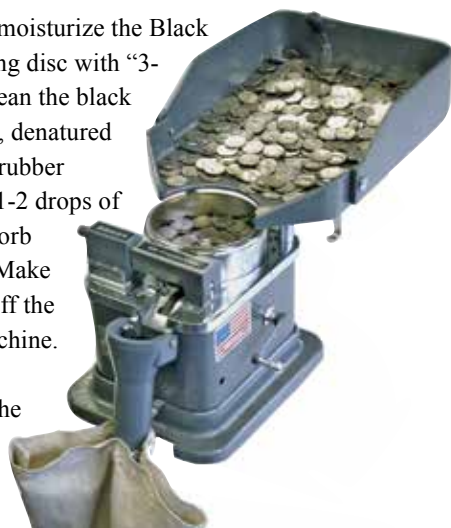
- At least once a month, clean the surfaces that come in contact with coins by using a clean cloth dampened with rubbing alcohol,

denatured alcohol or “KLOPP Klean” rubber rejuvenator. Wipe clean the Black “Upper and Lower Discharge Wheels” on the top-front of the machine. This will ensure the coins are properly pinched and pulled through the counter.

- At least once a month, remoisturize the Black “Disc Inserts” on the spinning disc with “3-in-1” (or equal) oil: First, clean the black inserts with rubbing alcohol, denatured alcohol or “KLOPP Klean” rubber rejuvenator. Second, place 1-2 drops of oil in each insert and let absorb overnight. **IMPORTANT:** Make sure to wipe the excess oil off the disc prior to running the machine.

- When needed, lubricate the rotating shafts underneath your machine. Review the “Oiling Instructions” document on KLOPP’s website at www.kloppcoin.com/klopp-coin-service-information.htm. This document provides detailed instructions on how to properly oil your counter.

- With Sorters, if the rails over which the coins ride become covered with lint, you could get incorrect sorting. Using the tip end of a knife, small screwdriver or even



a straightened paper clip, clean out any areas full of lint. You can also “delint” your Counter or Sorter by literally blowing it out with compressed air.

Even though KLOPP machines consist of cast aluminum, hardened steel and literally last forever, Factory Service will still be needed from time to time. Factory technicians with years of experience perform the KLOPP Service. Service typically consists of replacing any worn or broken parts, adjusting, cleaning and oiling all mechanical parts and the resetting of the internal register. Repair costs (parts and labor) for counters range from \$300 to \$450, depending on the age and condition of the machine. The cost will be higher if a new meter, motor or new register is needed. With a quick turnaround time, typically within 3-5 business days, you will not be without your machine for weeks counting coins by hand.



KLOPP International has been a U.S. manufacturer of high quality, economically priced coin handling equipment since 1931. Our superb reputation for accuracy, rugged dependability and almost no service has been justifiably earned through the test of time. KLOPP Coin Counters and Sorters are built to last, made from cast aluminum and hardened steel, not plastic like foreign imports! Fully made in the U.S.A., KLOPP is the name in coin handling equipment.

KLOPP[®]
INTERNATIONAL, INC.

Made in the USA
since 1931

Only KLOPP
Counts & Sorts WET COINS!



Model SM

Portable, all metal machines, built to last.



Model CM



Model CE

KLEEN-RITE CORP.

YOUR RELIABLE SUPPLIER FOR THE CAR WASH INDUSTRY

864

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HOT NEW
Fragrances!



Bayside Breeze

Bayside Breeze

72 pack: VS17121
24 cards: VS57121



Pure Steel

Pure Steel

72 pack: VS17152
24 cards: VS57152



Cotton Candy

Cotton Candy

72 pack: VS10282
24 cards: VS50282



Sunberry Cooler

Sunberry Cooler

72 pack: VS10323
24 cards: VS50323



Margarita

Margarita

72 pack: VS10543
24 cards: VS50543



Rainforest Mist

Rainforest Mist

72 pack: VS10106
24 cards: VS50106



VENDER

PART #

**Electronic 5 COL. Multi-Coin W/ MA800

VEL599MAX-MA

**Electronic 5 COL. Multi-Coin W/ MA800

VEL599MAX-MAC

Mechanical 5 COL. Single-Coin W/ Slugbuster

VE0206

**Optional CryptoPay Credit Card Upgrade Compatible

or Get 288
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The #1 Selling Air Fresheners

Little Trees®

Kleen-Rite is your source for all Car-Freshner® products. We have the Little Trees® you want in stock & ready to ship!

Car-Freshner®

800.233.3873

www.kleen-ritecorp.com

Spray nozzle performance drives car wash quality, cost efficiency and customer satisfaction

As a business owner, you may not spend much time thinking about a little thing like spray nozzles, but the fact is that your car wash is only as good as the spray your nozzles deliver. Depending on how you select and maintain your spray nozzles, they can be a source of major savings or a needless expense.

Worn nozzles or using the wrong type of nozzle can easily spray up to 30% more water and chemicals than necessary, which can amount to tens of thousands of dollars each year. Just look at these three examples of typical annual car wash operating expenses. Our examples only calculate the cost of excess water and detergents from unnecessarily higher flow rates. Don't forget to factor in all the additional expenses related to an inefficient spray system:

- **Lost customers as a result of a poor quality wash or excessive downtime**
- **Excessive wastewater and disposal costs**
- **Additional power used by pump equipment to keep up with higher flow rates or pressure losses**
- **Unnecessary labor from increased maintenance**

By optimizing your spray system, you can turn these unnecessary expenses into savings opportunities.

How much can you save?
Find out at www.spray.com/carwashesavings.

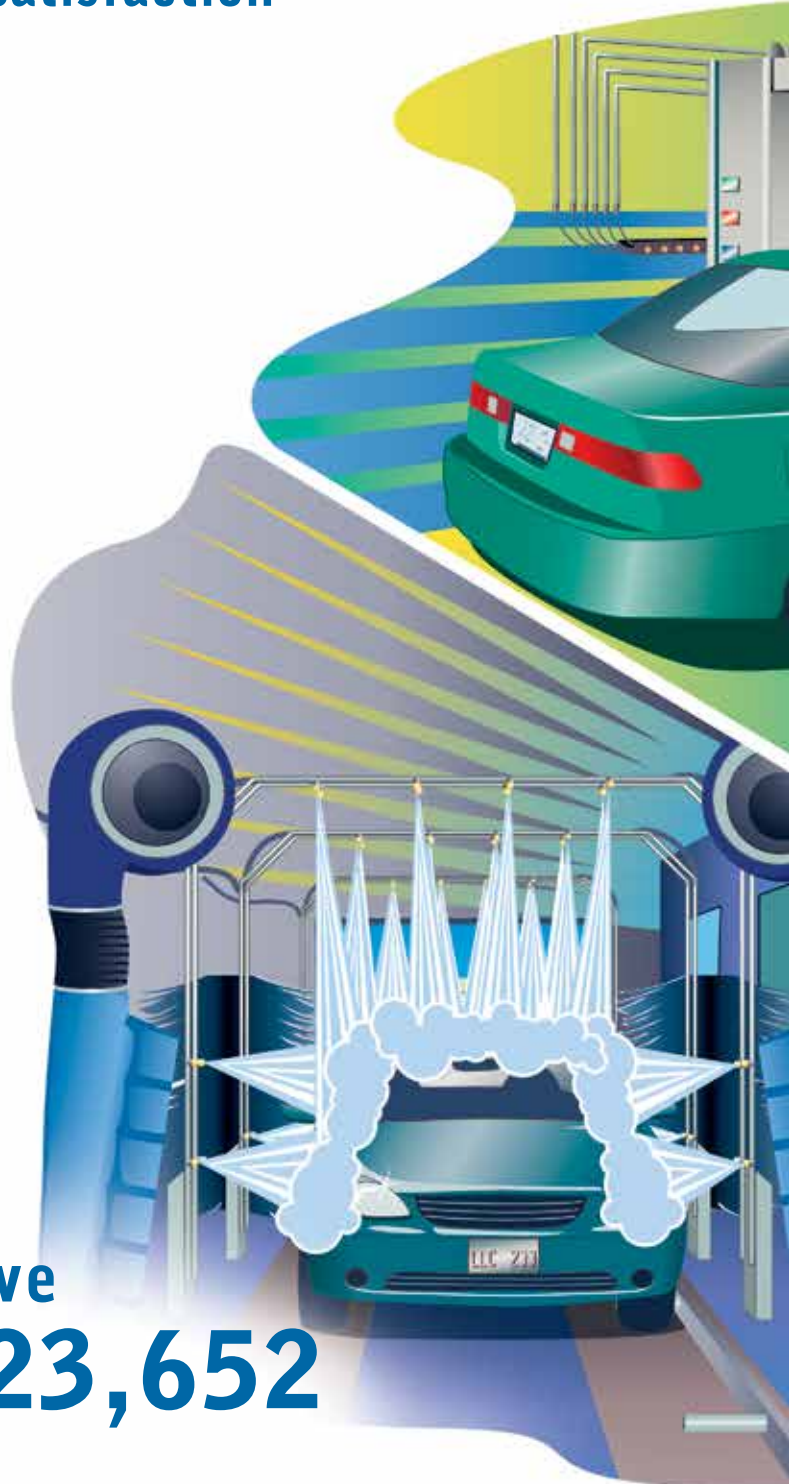
Simply input some information about your own operation, and the free calculator will calculate your potential savings instantly.

Conveyor Car Wash

| | |
|-----------------------|---------------|
| Average cars per day: | 120 |
| Days open per year: | 365 |
| Flow per car: | 40 gal |
| Liquid used: | 1,752,000 gal |
| Wasted water: | 262,800 gal |
| Wasted chemical: | 91,980 gal |

Annual cost of wasted water and chemical: \$23,652

Save
\$23,652





Save
\$11,826

Inbay Automatic Car Wash

| | |
|-------------------------------|-------------|
| Number of bays: | 2 |
| Average cars per day per bay: | 40 |
| Days open per year: | 365 |
| Flow per car: | 30 gal |
| Liquid used: | 876,000 gal |
| Wasted water: | 131,400 gal |
| Wasted chemical: | 45,990 gal |

Annual cost of wasted water and chemical: \$11,826



Save
\$11,974

Self-Serve Car Wash

| | |
|---|-------------|
| Number of bays: | 6 |
| Hours of utilization: (18 hours per day x 365 days per year x 15% utilization) | 985 |
| Flow rate: | 2.5 gpm |
| Liquid used: (150 gph x 985 hours per year x 6 bays) | 886,950 gal |
| Wasted water: | 133,042 gal |
| Wasted chemical: | 46,565 gal |

Annual cost of wasted water and chemical: \$11,974

Assumptions

| | |
|---------------------------|------------------|
| Average cost of water: | \$2.50/1,000 gal |
| Average cost of chemical: | \$10/gal |
| Dilution ratio: | 40:1 |
| Chemical usage: | 35% |
| Excess liquid sprayed: | 15% |

AN ORAL HISTORY of the Car Wash Industry

In an attempt to capture our industry's heritage, we present to you the chronicles of various personal stories that helped shape our industry in this regular feature, an Oral History.

Solar Wash

Barry Little: Norfolk, VA

Barry Little, owner of Solar Wash sits down with Kleen-Rite Corp. and discusses his successes throughout his time in the car wash business. Starting as a college grad in 1980 and ending up with several operating car washes in 2015, Barry has gained an extensive amount of knowledge along the way.

Q: What did you do before you started the car wash business?

BL: I was in college before I started the car wash business. My family had friends in North Carolina who were in the car wash business in the late 70s and about that time car wash equipment was improving substantially and our friends were really successful in the industry so they talked my dad into building a car wash. My father and I decided that I would be the guy to run it. So when I graduated college in 1980 I had my first car wash.

Q: How did you pick where you wanted your first location to be for your first car wash?

BL: We had some help from our friends in the first equipment manufacturer that we used with Southern Pride out of Birmingham North Carolina who came up to Virginia and helped us with site selection. The site has been a really good site and the demographic has changed quite a bit and now that's my most underperforming site. But then in 1982 I built a site on the land my father owned for a number of years and had an existing business on we have a warehouse there and that is where my office is. In 1985 I bought another site in Suffolk and I also bought an existing carwash in Northeast North Carolina and then in 1987 I did my last site in Franklin Virginia.



Q: What was your philosophy with wanting to get another car wash?

BL: Back in the 80s our philosophy was more in the expansion mode. We felt the more locations we had the more successful you'll be. We had an original partner with my dad in 1989 and after that we just decided we would try to make the existing locations we had the best car washes we could possibly make, and I haven't built a car wash since 1987.

Q: Elaborate and explain how you went about to make those car washes the best they could be.

BL: Back when I started in 1980 there was no good in bay automatic car wash that would actually wash a car, it was all self-serve. Today I just installed my fifth new in bay automatic in a laser 360 outside of Franklin. The advent of the in bay automatic just turned our original business plan upside down. We do as much business in one in bay automatic as we do in five or seven bays in the associated vacuums combined. So your in bay automatic does just as much business as the car wash, basically it's your moneymaker. You need a good in bay automatic car wash at a site to have a successful site today.

Q: How important is it to service the in bay automatics yourself instead of having to rely on someone else to come in and fix it?

BL: It is really important for us to be able to do the things that we have the capability of doing. Now I have maintenance contracts on all of my in bay automatics. One of them is for a full service contract for the PDQ



rep for the local area which is Wash Tech out of Charlottesville. They come whenever something needs fixing and charge me an amount a month. Sometimes though you are waiting on them and you start

to learn fairly quickly how to do things on your own when something breaks down on a Saturday afternoon. I went from being a college guy to a glorified handy man. You just have to be hands on in this business.

Q: What are some of the changes you've seen starting in the 80s and working your way up to today?

BL: The fact that computers can be such a management tool for car washes now. For example, from my house I can look on my iPhone at this site through my remote cameras. I can login to my machines and look at how busy I am, what I have done, what I need to change. It really is a valuable management tool, because so much of everything is relied on computers. Credit cards I probably do 30 percent of my revenue in credit cards whereas before it was one-dollar bill and quarters. Nothing beats waking up in the morning, login to your online banking and see that a good batch of money just hit your bank account. You don't have to worry about picking up, counting it, and making a deposit to the bank.

Q: How did you get involved with Kleen-Rite Corp.?

BL: I believe I was in New Orleans back in the middle 80s and I was telling Harold McKOnly that I was paying 15 cents a towel for Giant towels. Harold told me he could give me a much better price from Kleen-Rite and I have stuck with the company ever since. The company and overall people have been a real joy to work with, which I have appreciated.

Q: What advice would you give to someone who would like to start their own car wash business?

BL: I would say it has been a great business for me. It has been so advantageous for me that I started 35 years ago and I've been able to get the existing real estate and existing sites, because it is tough to get an approval to build a site. If someone would want to start one today, I would say don't expect to pull any money out of it for a couple of years. New projects today, if you're buying the new real estate it would be around one to one and a half million dollars. If I were to do a new site today, what I would hope to be able to do is maybe put in five bays and a touchless with a soft friction machine right next to it all connected to one building. The idea when I started was to fit as many bays as you could, but now it doesn't work like that anymore. All in all, the main thing is just to not expect a lot of money coming out for a couple of years.

Q: What do you like most about being in the car wash business?

BL: This has been the greatest business to be in for 35 years. My two girls are grown now but any school function, any field hockey or soccer game, anything they had to do I was able to be there. There is nothing like working for yourself first of all, and working for yourself and being in the car wash business gives you so much flexibility to do whatever you want. I haven't become the wealthiest man in the world but being able to get outdoors and having that extra time has kept me younger at my age and it just has been a really cool way to make a living.



Winter/Spring 2016 Industry Calendar

Visit the websites of the shows below for a schedule of events and participating exhibitors. ★ - Kleen-Rite Booth

Feb 28-March 1 2016 ★ **Southwest Car Wash Assoc. Convention**
Arlington Convention Center, Arlington, TX
www.swcarwash.org

March 8-9 2016 ★ **CARWACS/Convenience U**
The International Centre, Mississauga, ON
toronto.convenienceu.ca

April 5-6 2016 ★ **Heartland Car Wash Product Show**
Prairie Meadows Conference Center, Casino Altoona, IA
www.heartlandcarwash.org

May 9-11 2016 ★ **The Car Wash Show / ICA**
Music City Center, Nashville, TN
www.carwash.org

June 20-22 2016 ★ **Midwest Car Wash Expo**
Fire Keepers Casino Hotel, Battle Creek, MI
www.midwestcarwash.com

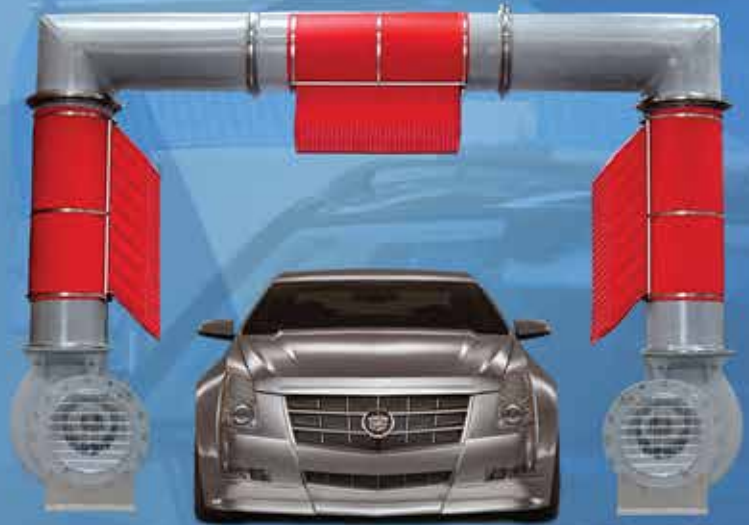
DRYER SYSTEMS

It's Simple Math: Faster Drying Time + Higher Performance = More Profit \$\$\$

Why Choose A Proto-Vest Dryer?

- Patented touch-free design
- Unmatched drying performance
- Compact to fit narrow bays
- Adjustable bags for precise air flow
- Energy efficient & low maintenance

Proto-Vest dryers utilize a patented system that combine low horsepower motors, a sturdy plenum construction and Proto-Duck™ air delivery bags that quickly strip water from the vehicle surface as it passes through the dryer arch.



InBay RM



WindShear



T130



S130

**The most dependable,
durable, high performance
car wash DRYERS on the market!**

Proto-Vest Inc.
Dynamic Drying Technology

Standard bag material colors include:



Custom colors also available on request

For More Information Call Kleen-Rite: **800.233.3873**

Products subject to change without notice

2KS15



THE KLEEN TEAM

Jeremy Minnick

Pennsylvania Warehouse Order Fulfillment

Hi, my name is Jeremy Minnick. I work at the Pennsylvania warehouse for Kleen-Rite. I was born and raised here in Columbia, PA and graduated from Columbia High School and Mount Joy Vo-Tech.

I've been working at Kleen-Rite now for over nine years and really enjoy what I do and the people I work with.

In my spare time I enjoy all types of music, cooking and watching football.

We appreciate all the hard work Jeremy puts in to getting your orders out the door and on their way. Our team is dedicated to ensuring your packages arrive to you as fast as possible!



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Tired of Dirty Bay Walls?

INTRODUCING KLEAN WALL™

WORKS GREAT ON:

- stainless steel
- painted walls
- glazed tile
- fiberglass
- brick
- metal

100%
Hydrofluoric
Acid Free!

Our Klean Wall cleaner has made the dreaded task of cleaning bay walls a simple and easy job. Just spray it on and rinse it off for spectacular results!



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AFTER BEFORE



Call Today for a Catalog of our Entire Touchless Carwash and Detail Product Line

Manufacturer SPOTLIGHT

Highlighting The Companies That Make Our Products



Erie Brush & Manufacturing Corp.



The late 1940s and early '50s were the height of classic American road culture, a time when flashy hot rods sporting white-wall tires reigned supreme on the highways and a gallon of gasoline cost less than a quarter. Carwashes too were far different beasts than they are today.

“A carwash back then would be what we call today ‘full-service,’” says Dan Pecora, owner of Erie Brush & Manufacturing, a Chicago-based detailing and carwash supply manufacturer.

Express carwashes weren't mainstream yet. Most carwashes during the mid-20th century were operated by dozens of employees, and a carwash attendant drove a customer's car into the wash; the interior and exterior of the car were cleaned, and then dried by hand. It was not only a time-consuming process — it sometimes put the customer's prized automobile in the hands of a young, inexperienced driver.

As a child during the '50s, Dan and his father, Carlo Pecora, used to make hog's hair carwash brushes (a specialized brush that's easier on a car's paint job and is made of real hog's hair) at night in the basement of their Milwaukee home. During the day Carlo would hit the road selling the brushes. It was during all those trips to those countless carwashes that Dan's father thought about how to speed up the carwashing process.

The idea was relatively straightforward: Create a simplified carwash that specialized in exterior washing only. In 1962 Carlo Pecora purchased property in Appleton, Wisconsin, and the following year he opened his first exterior-only carwash in North America — the precursor to the express carwashes seen commonly around the country today.

The carwash, called Automat of Appleton, was located on the far east side of Appleton — the west side of town already sported a rival carwash, and the property on the east side was relatively inexpensive.

“There was absolutely no traffic on that street,” says Dan about the piece of property that his father chose for the wash.

What made the Pecora's carwash unique was that the customer never had to watch someone else drive their car — they simply drove up to the wash and their car was hooked onto a 90-foot conveyor belt.

equipment quickly cleaned the exterior of the car and a super-powered blower dried it off. Then the customer drove off.

“My father eliminated the employees driving the car on and off the conveyor, and he eliminated the employees doing the inside windows and the vacuuming,” he says. A central vacuum system was provided free for customers to use themselves. By doing this, labor costs were significantly reduced as compared to all other carwashes, so the Appleton carwash cost far less for the customers.

“We were only charging 90 cents for a car wash,” says Dan, noting the cost was lower if the customer also purchased gas.

At first, business was slow. “No one knew we were there,” Dan says.

At 18 Dan worked as the carwash's manager, and he took it upon himself to drum up more business. He went about posting flyers all across town, and posting ads in the newspapers to promote the family business. The marketing campaign worked: The low-cost plus the quick turn-around was enticing enough for people to commute from the other side of town.

“Nearly every one of the customers were coming out of their way,” says Dan. In November of '63, just months after opening, they washed roughly 10,000 cars; in December, they washed an estimated 12,000.



The Appleton location was the first of many carwashes the Pecora family opened in the U.S. — they also opened car washes in Minnesota, Missouri, Iowa, Illinois, Indiana and elsewhere in Wisconsin. All of the properties they purchased for their carwashes were inexpensive to keep overall costs down. The first location continued to do well, so much so, in fact, that “people started contacting my father to buy it,” says Dan.

They eventually sold off each of their carwashes throughout North America one by one, and by that time, “everybody and their brother were building exterior carwashes,” says Dan.

“He dreamt up all kinds of things,” says Dan about his father’s entrepreneurial skills.

Dan has continued to follow in his father’s footsteps, creating innovative equipment that helps to increase the effectiveness of the modern carwash industry.

Erie Brush & Manufacturing makes high-quality replacements for automated and self-serve carwashes, foaming brushes, and specialty cloth and foam products. Erie also makes the patented Wheel Wonder™ and Poodle Brush used in automated carwashes for cleaning the small spaces within today’s intricate wheels and rims. The company also still makes the hog’s hair carwash brushes that Dan and Carlo made over 60 years ago.



This is the Year!
November 16th, 2016
Save the Date!

**Free Car Wash Training Expo
 at Kleen-Rite: Columbia, PA**

DIXMOR

Bright, advanced timers for your bays, vacs, and dryers!

DMLED6 Vac/Bay Timer

- Shelf mount timer - case size 3.5"W x 2"H x 3"D
- Super bright red dot matrix LED display 2.5" x 3/4"
- Standard 24VAC timed output, 4 extra I-Os for combo machines
- Two separate time and price settings.
 1 for timing standard output, 1 for timing extra outputs
- Credit card input with advanced features: count up in time or money, display programmable message during countup
- All the standard features of the LED5 and LED7 timers



\$237.99

DM9SS Bay Timer

- Super bright 2.3 X 7.8 numbers & letters
- 12.25 x 8 X 2 stainless steel enclosure
- Credit card compatible
- Bonus time & courtesy time
- Last minute warning output
- Built in inventory features
- Remote washdown
- Fully operator programmable
- Multi function version available
- Many more features



\$444.99

DMD200 Dryer Time Display

- One pulse start - No timed output
- 4" numbers
- Counts down in seconds or minutes
- Standard 110V
- 9.5" x 11" x 2" stainless steel enclosure



\$405.75

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HAMILTON
ALWAYS LEAD. NEVER FOLLOW.



Think Spring

Believe it or not, Spring is just around the corner. Although the winter months can be a great time of year for car washes, the harsh weather can be as equally hard on your equipment. As the seasons change, it is a great time to do a little spring cleaning at your wash. Replacing simple, inexpensive items in and around your car wash will keep things running smooth and looking new. Here are some things on our spring check list:

Pump Maintenance- Have a leak? Getting some water mixing with your oil? Install a seal kit and some new pump oil to keep your pumps running smooth.



Bay Maintenance- Changing spray tips, wands, foam brush heads, and hoses in your self serve bays is a good way to spruce things up for spring. Keep the items that the customer handles looking new and in good working order.



Vacuum Maintenance- Check motors, and gaskets for wear. Clean out vac bags. This is a good time to install new decals also. Warmer weather means customers at your vac islands. Keep them running and looking good for added income.

By doing some preventative maintenance after a long winter will ensure your wash is running smooth, and looking refreshed. Be ready for the pollen and bug seasons that will be here before you know it. If you need some help, or have any questions, please give us a call.

Tugger Burke
Kleen-Rite Technician

KLEEN-RITE CORP.

YOUR RELIABLE SUPPLIER FOR THE CAR WASH INDUSTRY



| | | | |
|-------------------------------------|---------------------------------------|---------------------------------|----------------------------------|
| Cleaning Sponges 100 case | Protectant Sponges 100 case | 4oz Tire Foam 12 case | 4oz Protectant 24 case |
| AR30800 \$26.99 | VS10800 \$47.99 | AR40040 \$12.99 | AR13040 \$31.25 |



| | | | |
|---------------------------------|--|--|--------------------------------------|
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4oz Flat Vending Bottles



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|--------------------------------------|---|---|
| Armor All Protectant 64 oz | OxiMagic Carpet & Upholstery Cleaner 6 per case | Extreme Tire Shine 6 per case |
| AR10644 \$13.25 | AR78260 \$18.50 | AR78004 \$24.50 |



| | |
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| AR17238 | AR17237 |
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REPLACEMENT PARTS:

A Different Type of Belt

Link V Belts keep you up and running

by Chelsea Dimmig

BDH BELTS



It's a sunny Saturday afternoon and it's a good day to be a car wash operator because you see that business is booming and there are lines at each bay with eager customers. But then all of a sudden one of your belts breaks, and soon after everything else starts crashing down. You panic, start sweating, wondering what can you possibly do to get these belts up and running before your customers cause mayhem and leave your shop!

Welcome to the future as Link V belts are starting to emerge. Barry Hershey, President of BDH Inc. started implementing the developments of Link V Belts in 1995 and progressed on from there. He first started working for a U.S. company that did belting and did a lot of other styles of Link V belting back in the early 70s. Once that company was purchased by a European company he started to take things into his own hands and wanted to create his own products. In 1990 he started doing conveyer belting and soon after went onto Link V

edge. Whereas a standard V belt would sit and spin. Link V belts tend to keep their grip longer and if the belt would ever lose its tension, you can go back take a link or two out and do it again.

Link V belts, just like any other products demand a certain type of skill set in order to be used. There are some idiosyncrasies or downsides to these belts, such as the way the belt is made you have to make sure to put it on one direction, which is marked on the bottom of the belt. You cannot run these belts in unidirectional so you have to make sure to run them in one direction in order for things to go smoothly. Also you must put the belt on extremely tight, you will not ruin a bearing or shaft, but you do want to make sure it is tighter than you would have a corresponding V belt on. The upsides to this creation are that you can buy a length of the belt and use it on multiple drives such as in facility plants. So instead of having a V belt for every single drive that you have and a possible backup, one or two rolls or lengths of Link V

“The only time something seems to break is at the wrong time, on a weekend, when you're busy and you can't get parts...”

belting; Only which three to four parts of the world manufacture Link V Belts (U.S., Holland, and China). Barry has only received positive results since he has been making Link V Belts for his customers and has had a high success rate when using them for his personal use.

The standard V belt has been around for a long time, dated back to the early 20s. They run on pulleys and worked on the principle of tension and friction. For example, if you made a V belt that was real slick on the outside it wouldn't pull because the V belt ran on friction; it has to be able to grab the sides of the pulleys in order to work which is why Link V belts have become more of an attractive product. Link V belts are made with what is called a raw edge; that has more grip and more friction based surface than a standard V belt would have. That is why if you were to run it through water or oil sprays the moisture will not only attack the urethane components but also the moisture is driven out of the drive by the raw

belts will do 50-60 lengths on another belt just by adding or subtracting links.

It takes a lot of external and environmental forces that a standard V belt will not take. For example, a standard V belt is made out of rubber or some kind of material that will not hold up as well whereas Link V belts are made with urethane. This chemical is able to take heat, cold, moisture that would happen a lot in car washes, soap, (a lot of standard chemicals that you would find in a car wash) etc. You can run these belts with urethane in sand plants where they have grit and grime all over the place or glass plants that have broken glass in the machinery. Link V belts are a lot friendlier to use and you can get a lot more useable time when using a Link V belt with urethane than you would out of a standard V belt.



When applying Link V belts, you walk the belt onto the drive instead of moving the motor base in and having to adjust everything, which means you can make the belt up to size and actually install it without having to take the drive apart. Most standard V belts you have to disassemble something which is why Link V belts are more marketable. There is no dissembling in surrounding parts to get the Link V belt on. If you ever found yourself in a jam and all systems are down, you are able to access a piece of Link V Belt on the shelf instead of driving to your parts store, wait for someone to get the actual part, bring it back, etc. It is all there for you ready to go. The longer the Link V belt the more each link will take the vibration out.

Mike Mckonly, president of Kleen-Rite Corp. believes that Link V belts are something that every operator should have around. For a just in case situation, the only time something seems to break is at the wrong time, on a weekend, when you're busy and you can't get parts. You will need a quick fix to get your pump or drive up and running as quickly as possible, and Link V belts are those ideal fixes. Mike said it is almost like carrying a pair of jumper cables in your car, just as much as you need those cables in your car, everyone should have these Link V Belt kits on their shelves. There will always be that one crucial circumstance and these belts will pay for themselves many times over. Keith Lutz, vice president of Kleen-Rite Corp. agreed and said that down time is costly and this product is an insurance against the breaking down and replacing of other belts. Keith stands by and said that Link V belts are an innovative concept that allows the customer to reduce the amount of inventory they have on V belts and should have

Link V belts which are adjustable to fit most sizes.

Normally a Link V Belt will last longer than standard V belt. The more erosion you have around in the environment the longer it will last have opposed to a standard V belt. These belts are a little more expensive than a standard V belt but the length and longevity is there. If you're ruining a V belt from normal wear and tear, that's the place for a Link V belt. If you have a problem getting a belt on or off, again that is the place for a Link V belt.

So, when figuring out how to create a lower maintenance wash: think of Link V belting. They work well under harsh conditions, they are flexible in any way you use them, they can downgrade or upgrade in size, and they will save you a lot of money in the long run. Where you can you find better qualities than that? The answer is, you can't.



"B" Section

DuroDrive V-Belt

BL321850S

\$39.99

"A" Section

DuroDrive V-Belt

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CryptoPay Goldline Retrofit Kit



CryptoPay ACW4 & ACW5 Retrofit Kits



CryptoPay Unitec Wash Select Retrofit Kit

Kleen-Rite now offers the CryptoPay Retrofit Kits for the Hamilton Goldline, ACW4, ACW5, and the Unitec Wash Select Autocashiers.

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Foaming Shine System

Trans-Mate introduces new Monsoon System . . .



New Monsoon™ Shine foaming treatments upsell package system from Trans-Mate creates an exciting customer pleasing experience that increases top packages sales for car wash operators.

The three products in the system, Monsoon Bath, Monsoon Shine and Monsoon Shield create an unbelievable foaming show, deliver superior shine and protection and reduce your water and chemical consumption.

The Monsoon Shine tropical-themed branding features colorful eye-catching menu icons, entrance arch and tunnel graphics that really grab customers' attention, both at the pay station menu and during the car washing experience.

Superior chemical formulas have been specifically formulated for the innovative Foaminator™ dispenser, which can be adjusted for "waterfall" or "rain" dispensing to deliver show-stopping foam. A programmable



Monsoon Bath low pH foaming conditioner is a highly effective pre-soak that produces bright, shiny paint and glass and produces a thick, luxurious foam.

The Monsoon Bath grand entrance arch is installed at the entrance of a tunnel or in-bay car wash as an upsell service to deliver a cleaner, shinier car. A waterfall curtain of foam dispenses on the car, enhanced by the LED light bar to put on a great show and customer pleasing experience.

Monsoon Shine is an upsell package carnauba-fortified foaming gloss enhancer that delivers a sparkling shine. The Monsoon Shine tunnel-mounted dispenser is installed after the wash steps and features a colorful Monsoon graphics panel. The Foaminator dispenser adjusts to either attention-grabbing rain or waterfall dispensing and produces a thick luxurious foam enhanced by the LED light bar.

Monsoon Shield total body protectant/rain repellent creates a durable polymer bond, shines and protects, and beads away water. Monsoon Shield is dispensed through traditional arch nozzles at the end of the wash process. A TSS round luminous lighted sign with Monsoon Shield graphics lens at the application arch indicates when the product is being applied to reinforce the customer's purchase decision.

The Monsoon products can be most effectively offered together as a top-package "Monsoon Shine" system, or offered a la carte as individual upsell services, depending on the operator's objectives and equipment.

Trans-Mate and Kleen-Rite are partnering to offer car wash operators the following special introductory promotional packages on the Monsoon Shine system chemicals and equipment:

The Monsoon Bath Introductory Package includes:



- Aluminum grand entrance arch with Monsoon Bath graphics
 - 84" Foaminator dispenser
 - Programmable 40" RGB color LED light bar
 - 30 Gal drum of Monsoon Bath
 - Menu board icons
- All for the unbeatable discounted promotional price of **\$4,999**



RGB LED light bar further enhances the intensely colorful foam and can be programmed for a wide variety of colorful visual effects to add excitement to the car washing experience for the customer.

An important bonus, the Foaminator dispenser also delivers a 20-40% reduction in chemical and water usage compared to traditional foaming nozzles and troughs thanks to the advanced internal design.

Let's take a look at each of the individual products in the system:

The Monsoon Shine Introductory Package includes:



- Monsoon Shine tunnel graphics
 - 84" Foamator dispenser that adjusts for Rain or Waterfall dispensing
 - Programmable 40" RGB color LED light bar
 - 30 Gal drum of Monsoon Shine
 - Menu board icons
- All for the unbeatable discounted promotional price of **\$2,999**

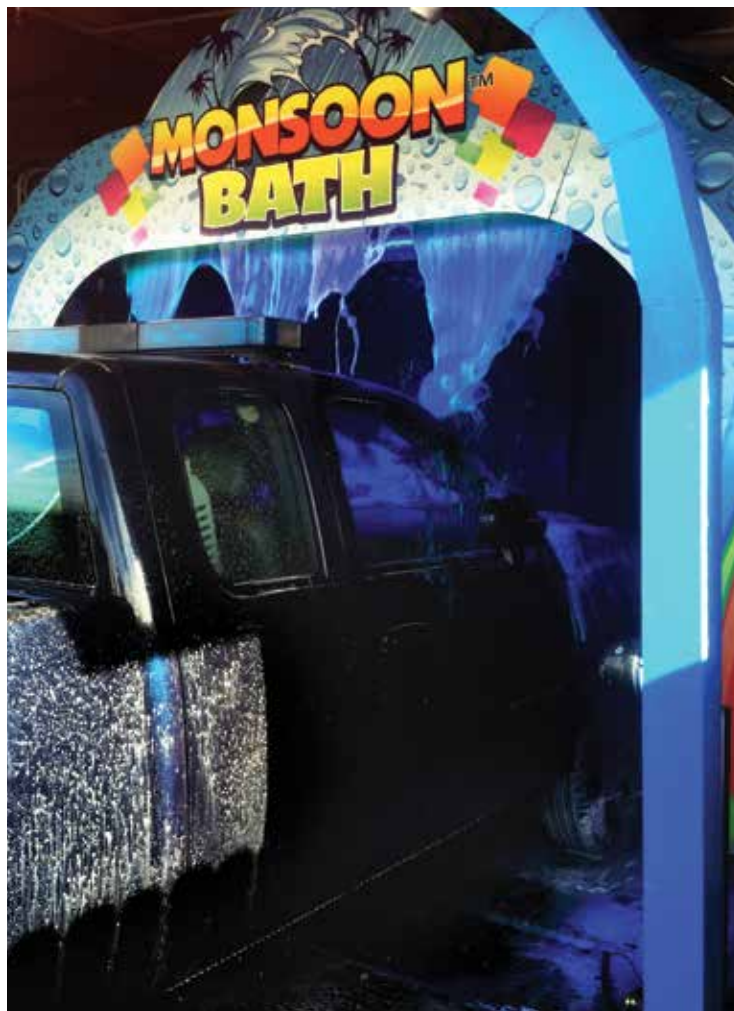
The Monsoon Shield Introductory Package includes:



- TSS round luminous flashing sign with Monsoon Shield graphics lens
 - 30 Gal drum of Monsoon Shield
 - Menu board icons
- All for the unbeatable discounted promotional price of **\$999**

New Monsoon™ Shine foaming treatments upsell package system from Trans-Mate creates an exciting customer pleasing experience that increases top packages sales for car wash operators. Call Kleen-Rite today to take advantage of these great introductory special packages!

Trans-Mate™
WE MAKE YOU SHINE



Extrutech Wall and Ceiling Liner Panels

Brighten Your Bays with Panels from EXTRUTECH

- Use on interior walls and ceilings for new and remodeling wash bays and tunnels
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HSAF06431 HSAF06432 HSAF06430



Citrus Sparkle Intensity™
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New Cleaners!
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 Multi-Surface Cleaner HSAF69170
 Cloth Seat & Upholstery HSAF69160

*[Source: NPD Group 52WE Oct. 21, 2015 Retail Tracking System]
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Frequently Asked Questions

with Gary Frey, Kleen-Rite National Sales Manager

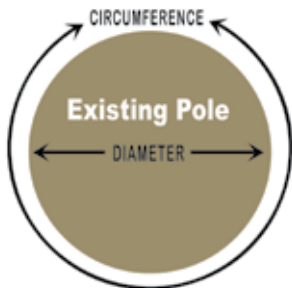
The purpose of this section of the Kleen-Scene is to share the answers provided to frequently asked questions by our customers.

When ordering Pole Covers...Why do I have to know the circumference of my poles?

Often when customers call to order pole covers they only have the diameter of their poles and not the circumference. While you can calculate the circumference of a circle by multiplying pi ($\pi = 3.14$) by the diameter of the circle, it can create issues if not measured properly or if the poles are distorted in anyway. We've found the best way to guarantee that you get the correct cover is for you to provide a physical measurement of the pole. This can be accomplished by taking a taut string around the entire outside of the pole in multiple locations. After you've checked multiple locations and marked the string, proceed to lay it out straight and measure the mark that covers the longest distance. By taking this small step prior to calling, you can be assured that you will receive pole covers that fit over your existing poles and not be concerned with having to deal with a costly return process.



Please Know the CIRCUMFERENCE of Your EXISTING POLE!



American Changer has discontinued making their AC1047.1 universal hopper, what hopper do I need?

Now that this hopper has been discontinued, you will need to purchase one that is specific to your changers voltage and whether or not it is a front load or rear load machine.

Determining if your changer is a front load or rear load machine is easy, however, knowing the required voltage is not as simple.



Green LCD Display: 24V

American Changer informed us that all units with clear green LCD displays are 24V. All units with red digital displays are 115V.



Red Digital Display: 115V

If you are unsure and want to validate which hopper you need, we can supply your serial number to American Changer to determine the correct hopper.

Here are the Kleen-Rite part numbers specific to your changer needs.

- AMCP1047-SFL** - 24V Front Load Hopper
- AMCP1047-SRL** - 24V Rear Load Hopper



Front Load

- AMCP10472-SFL** - 115V Front Load Hopper
- AMCP10472-SRL** - 115V Rear Load Hopper



Rear Load

TOM'S WAY

How To Service a Cat 5CP2120W Pump

Eliminating leaks and vibration is very important. Tom breaks down the way to perform this pump maintenance.



Tools You Will Need:

Large Screwdriver
15/16 Socket
Reversing Pliers
Needle Nose Pliers
6mm Allen Wrench
10mm Wrench
Rubber Mallet



Watch this video on our YouTube Channel!

Repair Kits You Will Need:

(2) Valve Kit: PU30821 - (1) Seal Kit: PU33628

Tom Recommends:

Change your pump's oil during this service to reduce the risk of water getting into your oil.

STEP 1: If Your Pump is Vibrating:



Remove valve caps with a socket wrench.



Using a needle nose pliers remove pump valves. Inspect for wear along valve seat. Replace if needed.



Reinstall the pump valves, be sure to push down until you feel the valves fully seat.



Be sure to replace the O-Rings on the valve caps, then reinstall the caps back on the pump a little tighter than snug.



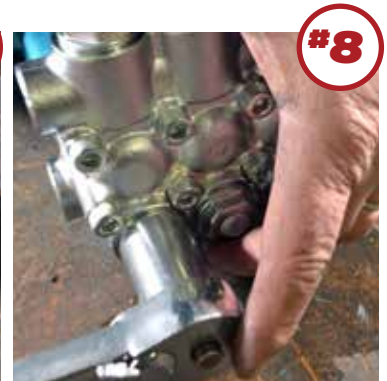
Remove the bottom inlet valve caps



Using a needle nose pliers remove pump valves. Inspect for wear along valve seat. Replace if needed.



After the valves have been reinstalled and seated, replace the O-Rings on the valve caps.



After the O-Rings have been replaced on the caps, reinstall the caps back on the pump just a little tighter than snug.

STEP 2: If Your Pump has No or Low Pressure or Leaking:



#1

Remove all 8 head bolts with an allen wrench.



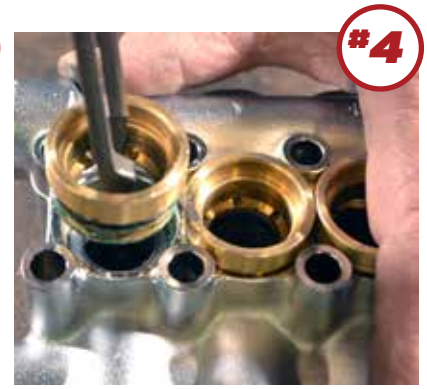
#2

Remove pump head by slowly prying with a large screwdriver. Be careful not to damage anything.



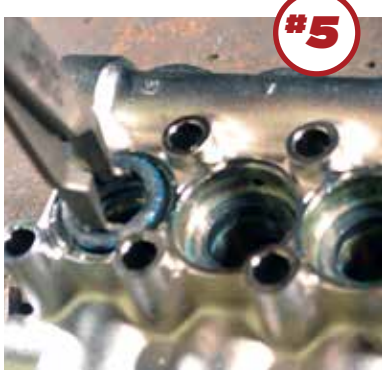
#3

Using the low pressure seals, remove the low pressure seals. Always replace these seals once removed.



#4

Remove the seal cases with the reverse pliers.



#5

Take out the high pressure seals using the reverse pliers and replace with new seals.



#6

Replace the O-Rings on the seal retainers.



#7

Replace the low pressure seals.



#8

Inspect the seal retainers over the plungers and replace if worn.



#9

Inspect the ceramic plungers and remove the O-rings on the ends of each plunger.



#10

Replace the O-rings that are attached to the end of the plungers.



#11

After reinstalling the pump head you will need to tighten the head bolts in a specific order.



#12

If you don't tighten the head on straight, it could damage the seals. Try to tighten them in this order.

THE **Wobblehead**
Patent Pending

The Wobblehead is a foam-actuated foam brush handle. Without foam flowing through the handle, the brush head wobbles at the end of the handle making it very difficult to scrub the vehicle. When foam is flowing through the handle, the brush head becomes rigid and useful for the paying customer!



Part #: FWHH-BK

EMPEROR



**THE
HIGHEST
TECHNOLOGY
IN
CAR WASH**



Emperor



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NEW PRODUCT

MORE EFFICIENT, LESS FUMES

Why Radiant Heat?

In the age of increased fuel prices and a focus on worker safety, radiant heat provides many advantages over traditional direct fired heaters. Not only are radiant heaters 99% fuel efficient (thus saving the user on fuel costs), but they also provide a much safer working environment. This is due to the fact that radiant heat produces about 1/20th of the combustion byproducts as compared to direct fired heat. Why is this important you may ask? The answer is that workers are subject to much less fumes over a work period and consequently don't have to worry about burning eyes, lightheadedness or the smell of spent diesel! Also, our radiant heaters produce virtually no smell, run at 62 decibels and can run up to 16 hours on one fuel tank! With all the advantages that radiant heat offers it's important to know how radiant heat works:



FIRE155

Radiant heat is characterized by the absence of moving air, the flame generated by the burner heats the front plate which reaches high temperatures

and projects heat outward. Our radiant diesel heaters also have an embedded burner with dedicated fan for a cleaner combustion. This helps to burn and stop all combustion byproducts, thus guaranteeing clean combustion and 99.9% fuel efficiency. The versatility of these heaters allows them to heat objects and spaces more efficiently than traditional heat sources. And lastly, radiant heat is unaffected by weather, thus is perfect for outdoor applications.

Also, our heaters have a patented cone design the separates us from other heat manufacturers. This is explained below:

Veloci Air Cooled Cone Design

Our design eliminates refractory material from the cone that surrounds the conical combustion chamber that's typical of other radiant heaters. Our heater features a metallic forced air insulation pocket between the combustion chamber and the external protection cone. The cooling air is blown through the pocket by the burner fan. This innovative technology eliminates the well-known problem of the fragility and brittleness of the ceramic cone used by all other competitors.



FLAME115

Uses for radiant heaters:

- Thawing of frozen pipes, garage doors and electrical boxes.
- Curing of concrete, masonry and other concrete related jobs.
- Heating of carwashes, garages, warehouses and other buildings.
- Job site heat and the heating of vehicle fluids (oil).



MTM Heat, by Veloci Performance Products



Flagship Car Wash Rockville, Maryland

In 1982 the Hinton family purchased the Connecticut Ave Brush-less Carwash, one of the oldest continuously operating washes in the country. Built in 1941, the wash is located on Connecticut Avenue in NW, Washington, DC. Success and a new found love for the business paved the way for expansion. In 1988 the Hinton's built a wash from scratch and named it Flagship Carwash Center. It was designed to be one of the largest in the country and was laid out for high volume full-service washing along with an eight bay self-serve and a detail shop. New self-serve locations were added in 1995 and 1997. In 2004 a full-service and express double tunnel, along with an 8 bay self-serve was built. Four additional locations were added from 2010 to 2014.



a result, we as an industry must teach our customers that this means a more efficient and also more economical service for them."

Flagship offers full-service, express, in-bay automatics, detail shops and self-service bays. Most self-service locations are open 24 hours, 7 days a week and offer extra services that include RainX applications, scent machines, carpet shampoo stations, free air machines, coin operated vacuums, vending machines and bill/credit card changers. We have been very fortunate to have excellent employees that continue to help us grow, constantly looking at new ideas. We often go to the conventions looking for new ideas and discuss products and services that may be beneficial to our customers.

One of the biggest challenges remains equipment maintenance. Meddings says that he "keeps a spare everything on his shelves, especially the wear and tear parts that you can't be without. Conveyor parts, motors, hose and fittings, bearings, you name it and we have it. Kleen-Rite does a

great job at keeping most of my parts in stock and ready for quick shipping. I love the great pricing too!"

"There have been numerous changes over the last 20 years" said Richard Meddings, District manager and Vice President. "Innovations in equipment that help to maximize consistent quality, add extra on-line services and remove manual labor are the biggest changes. As

Another significant change would be removing the "old school" thinking that the operator always knows best. "Sometimes it's the customer that teaches us and it's beneficial to be opened minded and





*Flagship Car Wash Managers
Richard Meddings & Sonny Calizon*

listen to their feedback. We have made changes from time to time, based on customer feedback. For example, after hearing that full detailing was too expensive and took too long, we adopted an express model to do smaller detail packages. We tripled our volume the first year. Had we not been open to listening to our customers needs, we would have missed the opportunity to grow.

Flagship also believes in supporting their community. They donate to churches, schools, daycare centers, synagogues, the local VFW, American Legion, Habitat for Humanity and many local charities, food banks and shelters. Meddings says “I don’t say no to any charitable organization. If someone is helping our community and those in need, I want to give in some capacity. We want to support the community that supports us.”





320W LEDTUBE Package

LEDTUBE-X Linear LED Light



Brightest LED Linear Tube Light on the market

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- Priced Right - Lowest cost per lumen of any linear LED tube
- Easy Install - "Daisy-chain" LED tubes with "plug and click" connectors
- Brightest linear tube - 1125 Lumens / foot
- More Efficient - 115 Lumens / Watt delivers lowest operating cost per lumen among area lights



4 x CPY250 Lights

CPY Canopy Mount Light



Ultra Bright Ceiling Mount Light

- Kleen-Rite Part Number: LED910-FL, LED910-DL
- Outdoor Canopy "Best In Class" award winner
- Replace or install right over existing fixtures
- Very Bright - 30% more light than a 400W metal halide
- Efficient - 130W used, saving 70%+ on power
- 10 Year Warranty

XSP42W Wall Packs



Wall Packs for bill changer and outer wall areas

- Kleen-Rite Part Number: LED915
- Flexible mounting bracket uses four bolts to mount directly to walls
- Bright - 4100 lumens per fixture, equal to a 175W-220W metal halide
- Efficient - 42W used, saving 70%+ on power
- 10 Year Warranty

XSP Series Wall or Pole Lights



Wall/Pole mount lights for vacuums, parking areas & more

- Kleen-Rite Part Number: LED920
- Flexible mount directly to walls and 4" square or round poles
- Very Bright - 14160 lumens per fixture, equal to a 750W metal halide
- Efficient - 168W used, saving 70%+ on power
- 10 Year Warranty

Still making change. Only now more green.

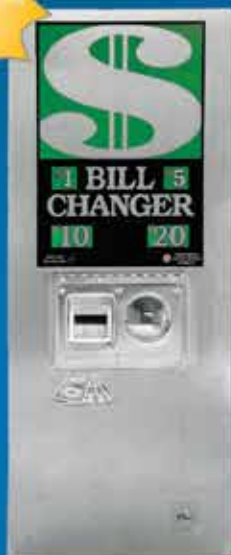


See a demo at rowebillchangers.com

mei
optional
inside BC
models



Century 6



BC-1400



BC-1200



400 RL



**500 RL C1-2
500 RL C1-3**

Rowe bill changers are a safe option for locations because owners and attendants no longer need to carry cash. Our Model 400 & 500 units recycle a patron's \$5 bills as change for another patron without the owner or attendant handling bills. This boosts profits, increases security of currency and coins, improves cash flow and decreases labor costs- all benefits for store owners! Some models break large denomination bills into smaller bills, other models accept credit cards and dispense bonus tokens. There is a Rowe changer for every application, choose from compact, economy changers to heavy duty, robust, high capacity models.



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