

THE **KLEEN-SCENE**

YOUR RELIABLE SOURCE FOR CAR WASH INFORMATION

ISSUE NO. 29 August, 2017

**THE BEST
FOR LESS!**

TRUCK WASH

Attract More Customers!

3 Quick Tips For Installing a **DIAPHRAGM PUMP**

High Pressure **NOZZLE SELECTION**

VACUUM / FRAGRANCE

**FREE
SHIPPING
OFFER
INSIDE!**

Special thanks to Kleen-Rite Employee, Shannon Yordy (pictured) and her grandfather, Donald, for allowing the use of his truck on the front cover.



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OVERVIEW:

- Industrial Vacuum Systems proprietary Air Compressor
- 1-85 psi tire inflation
- ¼" steel braided rubber 25' air hose assembly
- 14 gauge stainless steel construction
- Air inflation gauge
- Concealed pin locking mechanism
- Optional hose hanger mounting
- Internal coin drawer with lock mounting
- 110v accumulating timer assembly

PRODUCT OPTIONS:

- Imonex mechanical coin acceptor (standard)
- Sensortron single coin electronic coin acceptor*
- Multitron World Edition electronic coin acceptor*
- IDX MA-820 coin acceptor*
- Mars ME1 1,5 bill acceptor assembly*

POWER REQUIREMENTS:

- 120 vac single phase 15 amp dedicated power feed circuit

*Designates an optional feature

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SUPER SALE

\$975.00*

VAI90001-F

*Machine only
Pedestal sold separately

Pedestal ONLY

VAI90001P
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FEATURES:

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- Stainless multi-stage centrifugal pump
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- Concentrate flow meter
- Digital TDS meter
- Low pressure safety cut off
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- 20" pre filter
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- Low energy consumption
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WATER SAVER: Additional valving allows system to recirculate reject water, thus saving on costly water discharge utilities.

MANUAL FLUSH: Pre-plumbed controller allows equipment owner to rinse membranes with permeate (good water) at any time, thus removing contaminated water from the membranes.

AUTO-FLUSH: Pre-plumbed control automatically activates a permeate rinse throughout system after each production cycle removing contaminated water from the membranes.

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Reverse Osmosis
System

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Rear Load

- 1** Bill Acceptor
- 1** Steel Coin Hopper



DC400RL

Rear Load

- 1** Bill Acceptor
- 2** Steel Coin Hoppers



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Change Happen
Since 1955**



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DC500RLDA

Rear Load

- 2** Bill Acceptors
- 2** Steel Coin Hoppers

Two Independent Machines in One Cabinet!



DC520RL-DA

Rear Load

- 2** Bill Acceptors
- 2** Steel Coin Hoppers
with Dual Redundancy Feature!




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We Make Change Happen!



Happy end of summer to all. Let's hope that everyone went somewhere and did something that they wanted to do. We all have to-do lists, whether they're written down or in our minds. They tend to be an endless collection of thoughts and ideas of what needs to be accomplished. Hopefully they contain both work related items and leisure/family items to give the list some balance. What did you get accomplished so far this year?

Did you paint, landscape or make any general maintenance repairs to your wash? How about the investment in new equipment you have been thinking about? Did the new meterboxes and credit card acceptance get taken care of? The workhorse vacs that you have had for so long and just look tired, is it time to replace those vacs at your wash? Ok how about something easier, maybe the hoses, wands, brushes and handles, the items your customer uses each and every day. Is it time to replace these items? An endless list of items however we just listed a few to get your mind working in that direction. Don't worry it is your list so you can knock them out at your pace, one thing at a time hopefully mixing in some of the leisure to-do's with the work to-do's.

We also have a large to-do list here at Kleen-Rite. We continue to work to improve the website, provide training for our staff, re-organize our warehouses, improve stocking levels and many many more items to improve our customer experience. We work hard each and every day with that goal in mind, and like your list it never seems to end. We look at this as a good thing because it allows us to chase constant improvement. We are far from perfect but we always are looking to improve.

Again, thank you very much for your business and allowing us the opportunity to be **your reliable supplier to the car wash industry.**

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FREE SHIPPING OFFER

We are offering Free Shipping
on any **ONE** order placed over **\$750.00**
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Simply reference Kleen-Scene Offer #29 to your order taker to receive free shipping on your next order to anywhere in the continental U.S.

** Select items such as Corrosive Chemicals, Non Stock Factory Dropships, Vacuums, Vac & Vending Islands, Extrutech Wall Board, Anti-Freeze Detergent, Pole Covers, Grating, Mega-Venders, Cages & Large Storage Tanks may be excluded from our free shipping offer.*

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Offer Valid Until September 1, 2017



3 QUICK TIPS FOR INSTALLING A DIAPHRAGM PUMP

AVOID COMMON INSTALLATION MISTAKES WITH THREE EASY STEPS.

By Michael Sandlin, Worldwide Product Marketing Manager at Graco Inc



Air-operated double diaphragm pumps (AODD) are used to transfer everything from oil and gas to paint and ink coatings to wastewater to, you guessed it, the detergents and cleaners used in car wash applications. AODD pumps can handle the typical soaps, rinses, waxes, as well as the more aggressive alkaline pre-soak detergents.

The versatility and popularity of AODD pumps can be attributed to its durability and simple design, which makes it easy to operate and cost-effective to repair. To achieve top performance from AODD pumps, they must be installed correctly.

Here are three easy tips to avoid common installation mistakes and help you achieve top performance.

1. CHECK THE INLET AIRLINE SIZE AND PRESSURE.

Installing an airline that is too small is the most common mistake users make when installing an AODD pump. Using too small of an airline will starve the pump of fuel—compressed air—it needs to operate at peak performance. Upgrading to a larger airline is an easy fix that only takes a few minutes to complete.

Double-diaphragm pumps come in all shapes and sizes, based on the application and fluid requirements. Larger AODD pumps (1-inch and greater) require more compressed air and larger air lines than smaller pumps to operate at full capacity.

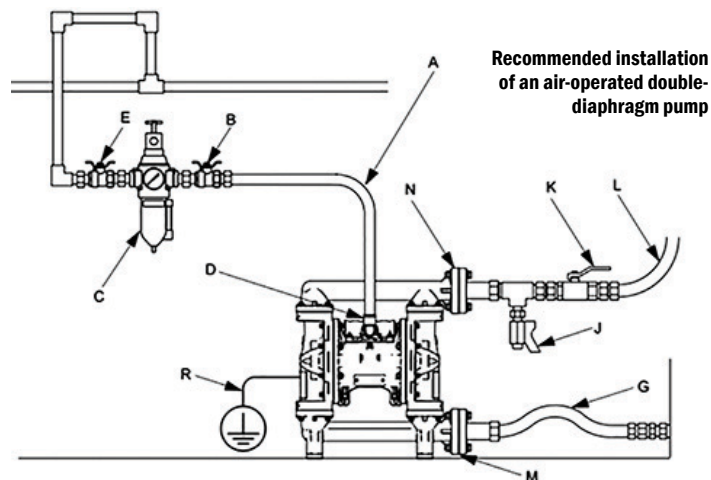


The appropriate airline size for a pump is located in the manufacturer's installation and operation manual. As a general guideline for AODD inlet airline sizes, match the airline hose size to the air inlet port size on the air valve.

Inlet air pressure also plays a key role in getting the most out of a pump. Diaphragm pumps operate on a 1-to-1 ratio, meaning the pressure of the inlet air feeding the pump is directly related to the fluid pressure at the pump's outlet. For example, if the target outlet pressure of a 1-inch, 50 gallon-per-minute (gpm) pump is 100 pounds per square inch (psi), the inlet air pressure entering the pump's air valve must be greater than or equal to 100 psi.

System back pressure and fluid viscosity will impact the outlet fluid pressure. Too little backpressure may cause the pump to run inefficiently because the ball checks may not check as quickly. Too much backpressure can cause the pump to stall if the fluid pressure overcomes the air pressure to the pump.

To control the performance (flow and pressure) of an AODD pump, install an air regulator assembly to control the incoming air pressure (see figure 1, C). Installing the correct airline size with an air regulator will solve the most common AODD pump installation problem.



- A. Air Supply
- B. Bleed-type master air valve
- C. Air filter/regulator assembly
- D. Air Inlet
- E. Master air valve
- G. Grounded, flexible fluid supply line
- J. Fluid drain valve
- K. Fluid shutoff valve
- L. Grounded, flexible fluid outlet line
- M. Fluid inlet
- N. Fluid Outlet
- R. Ground wire

2. INSPECT FOR MUFFLER ICING AND RESTRICTIONS

Diaphragm pumps can generate high decibels at full speed, a main reason mufflers are recommended during installation. The AODD air motor requires compressed air to operate. As the compressed air enters the air valve and channels through the pump center section to exhaust through the muffler, rapid temperature changes occur. At the muffler exhaust, air temperature is below freezing and can cause icing-related issues that are common in humid environments.



Erratic pump operation, inlet air with high levels of moisture, or visible frost on the outside of the muffler are indications of an icing-related issue that is decreasing pump efficiency. Here are suggested solutions to eliminate these issues:

- Decrease the air pressure to the pump.
- Increase the pump size to operate at lower speeds (i.e. lower air pressure).
- Exhaust air to a remote location using an exhaust port tube.
- Add an airline filter with a water catcher and drain to collect condensation.
- Install an airline heater to raise the exhaust air temperature above freezing.
- Adjust the pressure dew point temperature with an air compressor dryer.

Solutions to icing can range in difficulty depending on the application and environment, but reducing the air pressure to the pump is one of the quickest and most effective ways to reduce icing.

3. ENSURE PROPER TUBING AND PIPING SIZE.

Pump inlet and outlet fluid port diameters vary based on the flow rate required. Inlet and outlet hose sizes must match the pump's size. A primary concern is the risk of cavitation, which can increase repairs and maintenance costs. Knowing the correct size at installation eliminated the time and effort required to make a modification later.

For example, if a 1-inch pump has a half-inch inlet hose connected the pump will not be able to operate at full capacity without the risk of cavitation. This risk increases dramatically as the desired fluid viscosity rises. In this example, the 1-inch pump should have a 1-inch inlet and outlet hose attached to prevent cavitation.

It is also recommended that an AODD pump be installed with a flexible inlet/outlet connection rather than being hard plumbed. As pump speed increases, vibration increases, which elevates the risk of loosening a hard plumb connection, creating the potential for leakage.

The Graco Husky Air-Operated Double Diaphragm Pump Transfers:

- Pre-soak detergents
- Tire Cleaners
- White wall cleaners
- Engine cleaners
- Soaps
- Rinse chemicals
- Waxes

Why choose a Husky pump?

- Easy to operate
- Cost-effective repair
- Wide range of achievable flow rates
- Handle more aggressive alkaline pre-soak detergents

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Graco Husky Diaphragm Pumps for Chemical Transfer

Available at Kleen-Rite www.kleenrite.com 800-233-3873

NEW VEHICLE SENSING SWITCHES

PLUG IN CAR WASH MAT

- Heavy duty steel base plate with IP67 rated mat
- Ramped edges for easy roll over.
- Waterproof, plug-in mat saves time & labor
- Just bolt down mat & plug in the cable!
- Anti-wicking plugin cable protects wires from moisture
- Designed to sense pressure of vehicle tire



Plug In Car Wash Mat - 5" X 24"	TSCWP524	\$108.58
20' Connector Plug	TSCIP250WS	\$33.34

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Tapeswitch



EASY REPLACE MAT

- Heavy duty steel base plate with IP67 rated mat
- Heavy duty steel base plate provides solid mounting points
- Dri-Run Cabling prevents moisture wicking through the lead wires
- Waterproof, plug-in mat saves time & labor
- **EASY REPLACEMENT OF LEFT OR RIGHT SWITCH** - saves you money and shipping costs when you only replace half of the mat instead of the complete mat!

24" X 30" Mat System - Consists of Both Left & Right Mat	TSCWRS2430	\$506.69
Left Side Mat Replacement Only	TSCWRS2430L	\$253.35
Right Side Mat Replacement Only	TSCWRS2430R	\$253.35

NEW!
LOW PRICE!

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B**

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FEATURES

- Low Profile Design
- Traffic Rated Construction
- Color Changing Neon
- Attaches directly to Existing Floor
- IP68 Water Proof Lighting
- Low Voltage Control
- Easily Adapts to Any Automatic Car Wash
- Operates With Existing Traffic Lights
- Universal design allows for both surface or recessed installation
- "Impulse Mode" - Guide Lites will change colors when your wash is idle

PART #	PRODUCT	PRICE
HSP0324	24' RGB Package	\$3,330.00
HSP0300	Voice Attendant Only	\$1,755.00
HSP0324B	24' RGB Package w/ Voice Attendant	\$4,699.00

*****SPECIAL PRICING VALID THROUGH OCTOBER 1ST, 2017*****



PLEASE ENTER STOP BACK UP PLEASE EXIT

BENEFITS

- Enhanced Curb Appeal
- "Impulse Mode" - Attract More Customers into Your Wash Bay
- Effective Alternative to Painted Lines or Reflective Markers
- Easily and Safely Guides Customer Into the Wash Bay
- Helps Prevent Accidents and Reduces Driver Error

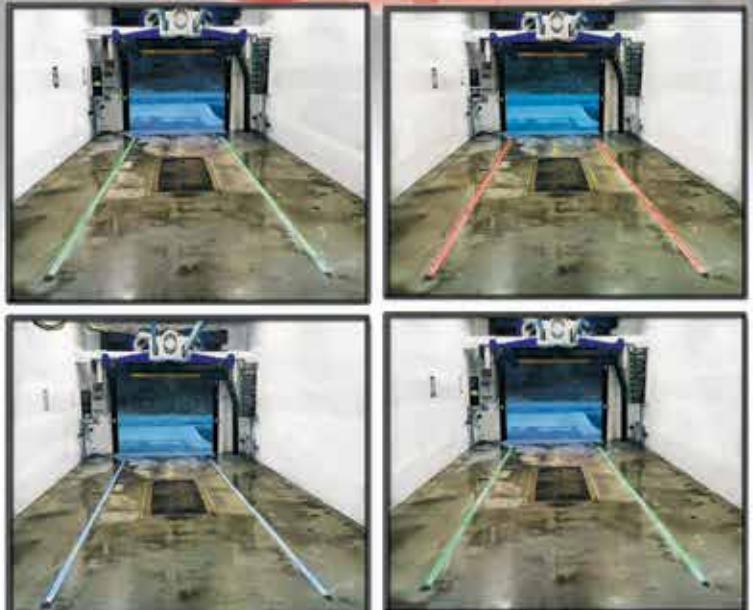
NOW AVAILABLE!

Enhance your wash bay with the all new "IBA Virtual Attendant". Just like having someone there telling your customers what to do when they pull up to the automatic Car Wash. The IBAVA will prompt your customers with directional voice over, as well as confirm services delivered for each wash package.

Ask a representative for more information



BIG SALE



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YOUR RELIABLE SUPPLIER FOR THE CAR WASH INDUSTRY

CAR WASH REHAB:

BROUGHT BACK TO LIFE

Magic Touch Car Wash Refurbishes Burned Down Site.

The burned out husk of a car wash sat desolate at the entrance to Chalfont, PA for over eleven years. After a fire had gutted the place, the previous owner, Whitney Watson, initially battled the insurance company, then the local borough council board, and surrounding neighbors, costing him 3 separate sale offers over the years.



Pete Grzesnikowski of Magic Touch car wash already had a successful wash operation in Levittown, Pennsylvania. He knew of the ruined Chalfont location for a long time and tried unsuccessfully to acquire the place eight years ago. Last year he was able to put a deal together that got him the property.



“We started out by gutting the place. There was a conveyor tunnel that I replaced with an automatic because the tunnel exit was so short before it connected to the main road that it would have created a backlog of cars trying to get out of the tunnel on a busy day. It just wouldn’t have worked.”

“I put in all the same equipment that I have at my other location to keep things easy for repairs and replacements. It pretty much came out the way I wanted. I’d like to add a second automatic down the road, that’s my goal.”

“The project took about nine months. The pump stands, vacuums and bay equipment came out of a car wash in Alabama. I went down with my truck and trailer and hauled it all back here.”

“I put a peak on the roof over the automatic. The place came out great. The local customers really like the place and are grateful someone finally fixed it up. It was a real eyesore.”



HOW TO:

HIGH PRESSURE NOZZLE SELECTION AND SIZING

Various nozzle styles are available for different types of car wash applications. Just like picking the right tool from your toolbox – do you need a screwdriver, a hammer, or a wrench? When selecting nozzles, it's important to understand the type of application it'll be used in, the quantity and size of nozzles your pump(s) can support, and if there are any important regulatory or water saving considerations.



FEATURED PRODUCT:
Blast-Force™ Static,
0° Solid Stream Nozzle



Blast-Force™ is a zero-degree, solid-stream nozzle with superior wear and corrosion-resistance of tungsten carbide nozzle orifices, and is ideal use for reclaim water. Greater impingement allows use of smaller nozzle sizes with lower GPM flow rates without sacrificing cleaning results.



NOZZLE SELECTION – BY APPLICATION:

Wheels, Rockers, Undercarriage, and Other Blasting Car Wash Applications:

For high pressure cleaning and blasting applications, we recommend using a rotating or “turbo” nozzle. These types of nozzles blast a 0-degree stream while rotating at an optimized speed to form a cone-shaped spray pattern. The high-impact, pencil-jet style stream blasts away dirt using very little water while the cone-shape covers the vehicle like a flat-fan nozzle.



FEATURED PRODUCT:
Blast-Tec Pro™ Rotating Turbo Nozzle
Includes a corrosion resistant stainless steel housing and precision-machined tungsten carbide nozzle tips and seats for long life and smooth operation.

What customers are saying -

“...the improvement was both immediate and dramatic. Wash quality improved out of sight. The rotating strobe spray pattern of the Hydra-Flex nozzle improved the coverage over the vehicle surface considerably.”
–Richard Davison, Shiners Car Wash Systems

Pivoting, Oscillating, or Spinning Car Wash Applications

For pivoting, oscillating, or spinning high pressure vehicle wash applications, we recommend using a zero-degree, solid-stream nozzle due to their high quality streams that stay intact over long distances. These types of nozzles use a concentrated, high-impact 0-degree water jet that attacks tough road grime and easily moves and rinses soap from the vehicle.

What customers are saying -

“Now that we have installed the Blast-Force and Blast-Tec Pro nozzles, our cost of water is about \$0.30 per car. Our initial reason for switching to Hydra-Flex nozzles was to save water, and we have already experienced over 30% savings.” –Dan Crader, Best Express Car Wash

Pressure Washing and Industrial Cleaning Applications

For industrial cleaning applications - such as pit cleaning, wall cleaning, and any other off-site pressure washing needs - rotating turbo nozzles which operate at higher pressures (ranging from 1500 to 7500 PSI) are recommended for optimal cleaning results. These nozzles blast a concentrated, high-impact 0-degree water jet while rotating at a high speed to form a cone-shaped spray pattern.

FEATURED PRODUCT:
Aqua-Rocket™ Industrial Turbo Nozzle

Equipped with a drop-resistant, high-temperature rubber cover, these heavy-duty nozzles are constructed with stainless steel housings and tungsten carbide nozzle tips/seats to withstand harsh environments and provide longer life than ceramic nozzles. The Aqua-Rocket's optimized stream quality results in greater impingement, allowing your to easily attack tough dirt and grime. In lab tests, on average, the Aqua-Rocket™ applied 95.18% greater impingement force than competitors.



What customers are saying -

“After testing and switching to the Aqua-Rocket, our overall completion time dropped by more than 50%. I can't speak for everyone, but in our industry this is huge, it enables us to repurpose more than 8 employee man hours for other tasks – resulting in finishing faster and more efficiently!”
–Chadwick Kogelschatz, Roskam Baking Company

PROPER NOZZLE SIZING:

Matching Nozzles to Pump

Proper nozzle selection should take into consideration the type of application, your pressure setting, distance from the substrate, and the nozzle number size.

Your pump must be capable of producing the proper amount of PSI needed for the total GPM flow rate of all the nozzles required for the application. To reference a nozzle flow rate chart, please visit: www.hydrflexinc.com/support/literature and access the chart in the manuals section.

Over & Under Sizing Concerns

Over sizing your nozzle to your pump capacity could result in:

- Low Flow/Pressure – can cause improper nozzle functionality, such as low operating pressure, poor rotation, and low impingement/cleaning power.

Under sizing your nozzle to your pump capacity may result in:

- High Flow/Pressure – over pressurized streams may cause damage to the substrate.
- Bypassing Water – can cause water to heat up, ultimately leading to system damage to due high temperatures.



Global Series
Air-Powered
Double Diaphragm Pumps



G25AN

37 GPM Max. Flow Rate
1" Port Size

YAG25AN

THE GENESIS OF A NEW ERA IS UPON US!

Specializing in pneumatically driven equipment for decades, we have combined genius technology with next generation manufacturing, enabling us to produce the latest genre of high quality pumps. The Global Series is now globally available for general industrial market applications.

AQUA-ROCKET™

INDUSTRIAL TURBO NOZZLE

NEW!

DURABLE & LONG LASTING

COMPLETE POWER SOLUTION

SUPERIOR CLEANING PERFORMANCE

GREATER EFFICIENCY

**THIS IS
ROCKET SCIENCE**

SHOP NOW!

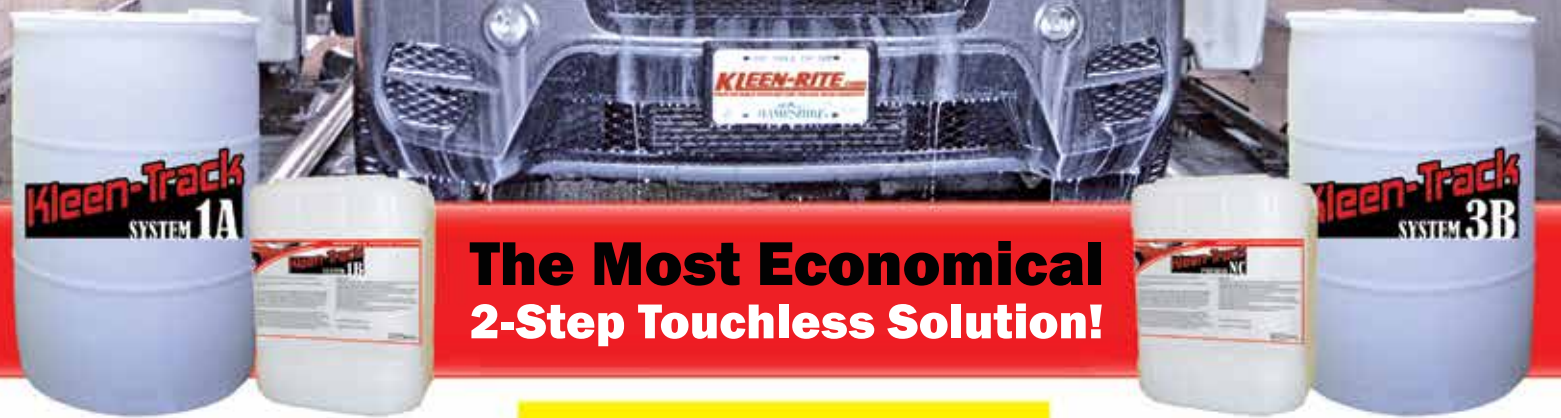


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SHOP NOW!

Kleen-Track

2-STEP TOUCHLESS CLEANING PROCESS



**The Most Economical
2-Step Touchless Solution!**

Kleen-Track SYSTEM ONE

KLEEN-TRACK 1A - Low pH

The strongest and most effective low pH liquid presoak in the Kleen-Track line. This product is formulated for use as a first step in a two-step Touchless Wash Process. Product contains Ammonium Bifloride.

PRODUCT	PART #	GAL.	PRICE
Kleen-Track 1A Low pH	KRKT1A5	5	\$38.94
	KRKT1A30	30	\$233.65
	KRKT1A55	55	\$379.55

Hazardous Material. Small Parcel Hazmat Fee. Does not apply to freight shipments

KLEEN-TRACK 1B - High pH

A high pH liquid presoak formulated for use as a second step in a two-step Touchless Wash Process. Its application is best when preceded by an acidic pre soak.

PRODUCT	PART #	GAL.	PRICE
Kleen-Track 1B Hi pH	KRKT1B5	5	\$35.42
	KRKT1B30	30	\$212.52
	KRKT1B55	55	\$340.82

Hazardous Material. Small Parcel Hazmat Fee. Does not apply to freight shipments

Kleen-Track SYSTEM TWO

KLEEN-TRACK 2A - Low pH

A phosphoric, acid-based liquid presoak formulated for use as a first step in a two-step Touchless Wash Process.

PRODUCT	PART #	GAL.	PRICE
Kleen-Track 2A Low pH	KRKT2A5	5	\$36.69
	KRKT2A30	30	\$220.13
	KRKT2A55	55	\$353.99

Hazardous Material. Small Parcel Hazmat Fee. Does not apply to freight shipments

KLEEN-TRACK 2B - High pH

A high pH presoak formulated for use as a second step in a two-step Touchless Wash Process. Also, the product of choice for washes utilizing a single step pre soak.

PRODUCT	PART #	GAL.	PRICE
Kleen-Track 2B Hi pH	KRKT2B5	5	\$28.73
	KRKT2B30	30	\$172.39
	KRKT2B55	55	\$266.46

Hazardous Material. Small Parcel Hazmat Fee. Does not apply to freight shipments

Kleen-Track SYSTEM THREE

KLEEN-TRACK 3A - Low pH

A non-corrosive first step presoak that contains a blend of surfactants, solvents and citric acid.

PRODUCT	PART #	GAL.	PRICE
Kleen-Track 3A Low pH	KRKTNC5	5	\$34.79
	KRKTNC30	30	\$207.87
	KRKTNC55	55	\$285.83

KLEEN-TRACK 3B - High pH

A non-corrosive high pH liquid presoak. Formulated for use as a second step in a two-step Touchless Wash Process or may be used as a presoak in a single step application.

PRODUCT	PART #	GAL.	PRICE
Kleen-Track 3B Hi pH	KRRT5	5	\$30.49
	KRRT30	30	\$183.63
	KRRT55	55	\$286.90

KLEEN-SEAL w/reactive polymers

Highest quality Automatic Beading Sealant & Protectant. The only product that gives the lasting protection of reactive polymers. Fresh piña colada scent.

PRODUCT	PART #	GAL.	PRICE
Kleen-Seal	KR5300	5	\$58.05
	KR30300	30	\$348.31
	KR55300	55	\$532.29

Detailing Equipment: Which is right for my business?



Written by Miriam Carmona

Buying equipment for your automotive detailing business is more than just a simple purchase, it's an investment. Choosing the right equipment now will save you time, money, and frustration down the line.

Mytee® Products offers top-of-the-line automotive detailing equipment, from extractors to upholstery tools. Every Mytee® machine is hand-assembled in California and goes through rigorous quality control testing. Best of all, you can buy with peace of mind knowing that Mytee® Products are backed by one of the best warranties in the industry.

To help you in your buying process, we'll go over the features and uses of our top sellers so you can understand and choose the best equipment for your detailing needs.

Our 3 Best Selling Carpet Extractors:

#1. 8070 Mytee Lite™ (MYA8070)



Without a doubt, the 8070 Mytee Lite™ is the best selling extractor in its class. As Goldilocks would say, this extractor is “just right”. Not too large, and not too small, this compact machine boasts an impressive number of specs and features. The price tag isn't too bad either. The 8070 Mytee Lite™ is favored among mobile detailers, but is perfect for any detailer, mobile or stationary.

This machine comes with a 4” stainless steel upholstery tool and a

15ft. x 1.25” vacuum and internal solution hose assembly for carpet extraction and upholstery cleaning.

The 8070 Mytee Lite™ features:

- 4 gallon capacity solution and recovery tanks
- 1,000 watt REAL HEAT™ system produces hot water to quickly break up grease and dirt
- 3-stage high performance vacuum motor
- 130” of water lift and 100 CFM
- Faucet fill hose to easily fill the solution tank
- Recovery tank drain hose
- Easy push handle for convenient transportation and storage of bottles and tools
- Compact design fits perfectly into a van, truck or storage area

#2. HP120 GRAND PRIX™ (MYHP120)



The HP120 Grand Prix™ combines, mobility, performance, and innovative engineering, and keeps it all running on only one power cord. Although second on our list, the HP120 Grand Prix™ is by no means a lesser machine than the 8070 Mytee Lite™. Stationary detailers with a higher job volume prefer the Grand Prix™. It has a larger tank capacity so you can spend more time on customers, and less time filling and dumping your tanks

The HP120 Grand Prix™ includes a 4” stainless steel upholstery tool and a 15ft. x 1.25” vacuum and internal solution hose assembly for carpet extraction and upholstery cleaning.

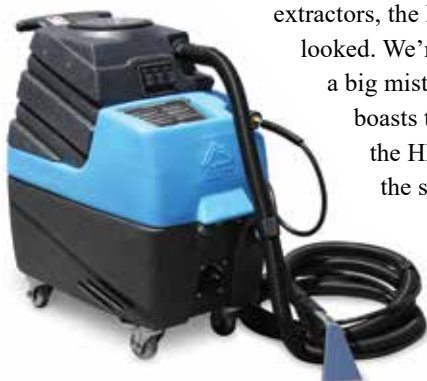
The HP120 Grand Prix™ Features:

- 10 gallon solution tank and 9 gallon recovery tank
- 1,200 watt REAL HEAT™ system with maximum 210°F temperature that produces hot water to quickly break up grease and dirt
- 3-stage vacuum motor
- 130" of water lift and 100 CFM
- Bucket-high drain valve useful for emptying waste tank into standard bucket
- Durable roto-molded polyethylene material housing, made to resist rust or denting

#3. HP60 Spyder™ (MYHP60)



As the middle child in Mytee's line of detailing extractors, the HP60 Spyder™ is often overlooked. We're here to tell you that that's a big mistake! The HP60 Spyder™ boasts the same impressive specs as the HP120 Grand Prix™, but is half the size. This makes it the perfect extractor for both mobile and stationary detailers. Get ready to do a double take because the HP60 has it all: mobility and performance.



The HP60 Spyder™ includes a 4" stainless steel upholstery tool and a 15ft. x 1.25" vacuum and internal solution hose assembly for carpet extraction and upholstery cleaning.

The HP60 Grand Prix™ Features:

- 5 gallon solution and recovery tanks (approx.)
- 1,200 watt REAL HEAT™ system with maximum 210° temperature to produce hot water that quickly breaks up grease and dirt
- 3-stage vacuum motor
- 130" of water lift, 100 CFM
- High drain valve, perfect for emptying into a standard bucket
- Compact design to fit perfectly into a van, truck or storage area
- Durable roto-molded polyethylene housing that resists rusting and denting

Express Detailing Upholstery Tool:

You're probably familiar with stainless steel upholstery tools. They're a staple in any detailer's arsenal. But, there's another upholstery tool out there that every detailer needs to have.

Enter the patent pending 8400DX Mytee Dry™ Express Detailing Upholstery Tool. Although relatively new (released in 2015), this tool is revolutionizing the detailing world for the better. With its unique design and functionality, the 8400DX is reducing drying times and increasing productivity. It features an easy-reach adjustable flow valve so users can choose their desired solution flow rate based on soil level and fabric type to avoid over-soaking.

The clear top housing of this tool is a new and unique feature for the industry. Professionals love the fact that they can see the dirt and grime as its being extracted. This feature helps to achieve a true clean, since you can continue to extract until the water runs clear. The Mytee Dry™ also has a 4" stainless steel glide with a contained spray bar for increased airflow. It gets better. The Mytee Dry™ is also designed to be user friendly and reduce operator strain. The tool is built from durable, yet lightweight, nylon and features a soft comfort grip handle and built-in hose swivel.

Upholstery Tool: 8400DX Mytee Dry™ (MY8400DY)



The 8400DX Mytee Dry™ Includes:

- Mytee® Carrying Pack made of water resistant closed-cell neoprene material
- Mytee® Kneeling foam pad
- 15ft. x 1.25" vacuum & internal solution hose assembly

For the fastest drying times, we highly recommend the 8400DX Mytee Dry™ to any detailer. This versatile tool excels at cleaning headliners, seat upholstery, and even lightly soiled carpet.



Vapor Steamer:

After a carpet extractor, a vapor steamer is the next must-have machine for detailers looking to grow their expertise and business. Here's why. A professional vapor steamer cuts down on time, saves money by reducing chemical use, and makes cleaning trashed vehicles much easier. It's versatility opens up a whole new avenue of cleaning techniques and services.

VAPOR STEAMER 1500 Focus™ (MY1500)

\$899.00 **\$775.00**

SHOP NOW!

This brings us to the 1500 Focus™ Vapor Steamer. It's the top steamer in its class and comes with an affordable price tag too. This machine can easily remove dirt, grime, stains, gum, and grease. It also has the added benefit of disinfecting steam up to 350°F to sanitize and kill germs. Mytee's Focus™ Vapor Steamer is environmentally friendly and comes with a few other advantages as well, like zero waste-water run-off (avoid hefty fines from the EPA) and chemical-free sanitation (save money).

Use the Focus™ Vapor Steamer to speed up and enhance your detailing process. Steam clean leather, headliners, car grills, steering wheels, door jambs, windows, wheels, carpet, upholstery, door panels, dashboards, and more.

The 1500 Focus™ Vapor Steamer includes various detailing attachments and features:

- 5-gallon solution tank capacity
- 1,500 watt heating element produces disinfecting steam up to 350°F
- Continuous Flow Capability means you don't need to wait for the machine to cool down before refilling the tank
- High pressure, high temperature professional spray gun and hose
- Easy-push handle and basket for convenient transportation and storage

Now that we've gone over the best selling detailing equipment, we hope the buying choice you make is an easy one.

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Less Down Time - More Profits



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- No Kinks
- No Hose Twisting
- ...No Problems



Automatic Car Wash Swivels

 **Super Swivels**®

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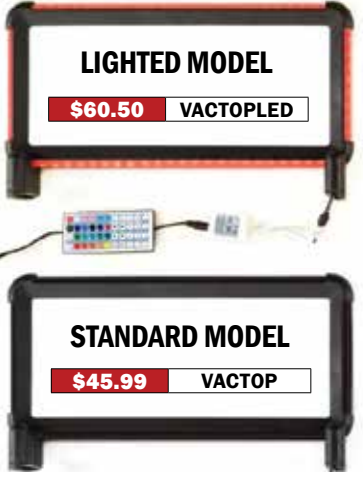
Increase revenue and light up your lot with the all-new Vac Topper and Vac Topper Sign Inserts. Use your existing vacuum setup to create an exciting new advertising opportunity. Vacuums are a great place for instructional signs and messages for your customers.

The Vac Topper features super bright, long-lasting LEDs to illuminate your parking lot. The added light from the Vac Topper gives your wash or lot a safe appearance with an inviting ambiance. Eye-catching colors and light modes will attract attention from passing motorists. Features include adjustable brightness, solid color light mode, strobe effect and chasing



“ The vac toppers have been great for our business. Customers absolutely love them and vacuum credit card sales are at an all time high. I have had comments from “I love the new lights” to “your carwash looks like a carnival at night.” Installation was very straight forward. It took approximately 30 minutes per vacuum. Anyone that maintains a carwash would consider installation a breeze. ”

- DAKOTA HOSKINS, Miracle Car Wash



light effect. You control the wide range of effects and colors with the included handheld remote.

The sign holder frame can withstand the elements and the occasional rough customer. Easy to install, message signs and advertisements slide right into the top of the sign holder. We have a great selection of signs available for the Vac Topper. If you have an idea, or don't see exactly what you're looking for, contact us for a custom sign!



MAXIMIZE YOUR RETURN ON INVESTMENT! Contact local business owners with this unique advertising opportunity!

✂ INSTALLATION

TOOLS NEEDED: Sharpie Marker, drill, 1/2" drill Bit, 3/8" drill bit, pliers for tap splices, phillips head for screws.

- 1** Place vacuum topper and gaskets in desired location on the dome. Slowly remove the vac topper but leave the gaskets behind.
- 2** Using the gaskets mark drill holes in dome.
- 3** Drill the holes you just marked on the dome. The big hole is 1/2" and the smaller hole is 3/8". Next remove the tape on the gasket and stick to the dome.
- 4** Push LED connector into center hole you drilled. Insert screws through dome and into vac topper. Next, tighten the screws. The Vac Topper is now secure.
- 5** Connect LED Kit to the Vac Topper LED's. Be sure the two arrows on the plastic connectors line up or the lights will not turn on.
- 6** ***Disconnect Power*** Using tap splices, tap into any 110V supply that is always on and not controlled by the timer. Next reconnect the power.
- 7** Install sign. First insert the sign into the bottom of the frame. Next flex the corners of the sign into the corners of the frame.

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SIKR262 SIKR263



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Setting Up Your Dog Wash

by Amy Mastrangelo

for Success!

Ten years ago, the idea of a dog wash was a novelty, but it's becoming more and more popular. When someone visits the dog wash, they tell their friends, who in turn tell their friends.



"We like that it gets a lot of people talking about your site," said Gary Baright and Jim Laffin, of Foam & Wash Car Wash in New York. They came to tour the Kleen-Rite Dog Wash before building their own. They see a lot of

families having fun together at the dog wash. Besides washing the dog, customers can vacuum the car, run through the car wash, and buy dog treats from the vending machine. And if it weren't for the dog wash, they might not have been there at all.

When customers use the dog wash, they don't need to worry about expensive grooming



Just one of Foam & Wash's Dog Wash entrances

services or making a mess at home. It's an effective profit center for anyone in the car wash industry. The Kleen-Scene took an interest in the different ways dog washes are being set up across the country.



Foam & Wash Dog Wash Room Set-Up

Each small dog wash room at Foam & Wash in New York includes heating and air conditioning. The setup accommodates one dog tub per room, and this privacy helps keep the dog at ease. Besides the occasional barking, Baright and Laffin have not seen altercations between dogs as they come and go.



Foam & Wash Jim Laffin and Gary Baright (L-R)

“The owners have them under control,” they said. “The people who wash and take care of their dog are responsible enough that we haven’t had any issues.”

Cleaning up after the dogs doesn’t pose an issue either. Foam & Wash provides cleanup bags and they have a nearby grass area for the dogs. To make sure that the dog wash room doesn’t get smelly, there are disinfectants, squeegees, brooms, and dust pans available to customers. The employees spray down the room with high pressure sprayers and mount automatic air fresheners.

“More people are responsible than irresponsible,” Baright and Laffin said.

One of the best things for dog wash owners is that the cost is very minimal. “It’s not like a self-serve car wash bay in the wintertime. If you have 7 or 8 bays, you’re heating the floor and weeping all the water,” they said. Other than heating and cleaning the small room, there’s no real cost to hold it. Vacuums cost money when they break down, but there are less replacements to worry about at a dog wash. The room will still be there and ready for customers to use it.

In Virginia, Harry Dietrich designed and opened Pet Wash 24, a self-serve dog washing business, in a strip mall. It is unique because Dietrich does not have an accompanying car wash and his dog wash is unmanned.



Pet Wash 24 strip mall store front entrance

Active in the American Legion, Dietrich got into the dog wash concept as a way to help retired veterans. He wants to turn a dog wash over to a veteran and use the money to start another.

The doors open automatically from 6am to 11pm, 7 days a week. Customers can use a credit card to access the building during the other hours. Music plays inside to calm the dogs, and the wash has security

Pet Wash 24 dog wash stall set-up



cameras. Dietrich sweeps up every night, but otherwise the wash is automated and very easy to manage.

Terry McDonald, of Weiss Guys Dog Wash in Phoenix, Arizona, has his own unique approach. Essentially, the lot consists of self-service car wash bays turned into dog wash bays. McDonald removed the booms and hoses and added pool fencing to each side of the bay. A roof blocks out the sun. This outdoor setup works well for the hot and dry Arizona climate. Attendants are on site daily to make sure the bays are clean.

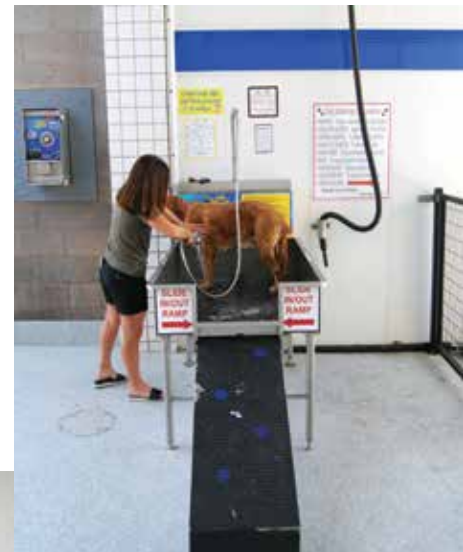


Weiss Guys gated off a self-serve bay for their dog wash

“People love it. On Saturday and Sunday there are people waiting outside to use it,” McDonald said. “Customers will take their dog to run around at the park, and then come over to the wash.” He has an ideal location being right down the road from a dog park.

There are many ways to start up a dog wash. Many people are starting or expanding their dog washing business across the country.

“If someone’s on the fence they should do it,” Baright and Laffin of Foam & Wash said. “It’s not a big investment. If you have the room and you have the people there, there’s no reason not to do it.”



Weiss Guys dog wash tub



Complete Dog Wash Package:

- Stainless Steel Tub
- Deluxe Coinbox with Bill Acceptor
- Chemical start-up package
- Deluxe graphics package
- Honeywell blending valve
- Shower head w/ easy pull trigger and S/S flexible hose
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CHANGERS:

American Changer:

Changing the IndustrySM

Becoming a reputable company is not an overnight occurrence. Decades of in-depth industry knowledge, dedication to products and services, and ensuring reliability time and time again attribute to building a respected name. American Changer Corporation has achieved this status. For over a quarter-century, American Changer Corporation has developed an industry-wide reputation for their products, services, and commitment to their customers.

The editorial staff at The Kleen-Scene has taken it upon ourselves to shed light upon American Changer and their influence within the car wash industry. Wayne Snihur, President of American Changer Corporation, voices his commitment to helping car wash operators increase revenue and profit.

The Kleen-Scene (TKS): Thank you for taking the time to meet with The Kleen-Scene Team. Let us begin with a broad overview of American Changer and the services you provide.

Wayne Snihur: American Changer is a world class manufacturer providing value to the commercial car wash industry and an award-winning developer and leading manufacturer of innovative Bill Changers, Bill Breakers and Car Wash Payment Systems, Token Dispensers, Tokens, Pre-Valued Card Dispensers and other products. Based in Fort Lauderdale, Florida, our customer base spreads across the United States, Canada, Mexico and into other global markets. We work with operators to determine which product is best for their car wash needs.

TKS: How do your products benefit car wash operators? Do you offer any car wash – specific products?

Wayne Snihur: One product line I'm most proud of is our Car Wash Entry Systems for automatic car washes. The AC8000 and AC8001 has been developed specifically for the car wash industry. Operators were searching for a lower-cost alternative to pricy entry systems on the market and American Changer answered. These paystations feature large LCD displays, 25 programmable discount codes, four wash selections, and has voice prompts to assist customers with transactions. The AC8000 has CryptoPay options to provide secure credit card processing and is compatible with CryptoPay In-Bay credit card systems. We are currently offering a summer special through Kleen-Rite, which expires August 31, 2017. Car wash operators who are looking to replace their outdated automatic car wash entry unit can install the AC8000 or the AC8001 into an existing cabinet, which helps lower installation costs.



SHOP NOW!



TKS: Do you have any products that self-serve car wash operators can utilize?

Wayne Snihur: Of course! There are many machines produced by American Changer that are highly beneficial to self-serve car wash operators. We produce a variety of rear-load machines, meaning the machine door opens up from the back, that can provide change, tokens, or pre-valued cards to customers without staff supervision. The need for change is so great, we have operators installing dual changers to satisfy customer traffic. Customers rarely bring their own change. If operators provide an accessible and intuitive way to obtain change, customers will be more likely to spend their money at the car wash.



TKS: Are there any machines that provide out-of-the-box solutions that operators have requested?

Wayne Snihur: Yes! We have had operators approaching us and asking for machines that dispense gift-cards. Operators recognize that gift-cards to their car wash location is an excellent gift. By installing our Self-Serve Pre-Valued Card Dispensers, operators can dispense gift-cards to customers 24 hours, 7 days a week. It is an added convenience that does not go unnoticed by customers!

TKS: Is there any advice you can offer to operators who are considering buying an American Changer Machine for their car wash location?

Wayne Snihur: While purchasing an American Changer Machine, think about your customers. Our changers are offered in varying sizes, physical construction, and with different hopper capacities. The larger the hopper, the more coins (or tokens) the machine can hold. Most car wash operators prefer rear-load machines, but there are some businesses where a front-load machine is a more viable option. Of course, one of the main considerations is location. We constantly remind our customers to place their machines in a highly customer-trafficked area in order to maximize the machine's benefits.

TKS: Do you have any closing comments?

Wayne Snihur: The team at American Changer would like to thank our existing customers for their continued support and welcome those who are joining us now. Contact Kleen-Rite if you have any questions about American Changers.



Wayne Snihur,
President of American
Changer Corporation

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EverWash

Add More Revenue Through Monthly “Unlimited Club” Membership Sales



Editor’s Note: During the writing of this article we (the editors of The Kleen-Scene) googled “subscription based business model” and “subscription economy”. We encourage carwash operators to do the same. We learned that membership-based growth strategies are revolutionizing how customers purchase goods and services and how businesses that adopt a monthly subscription model are growing at a staggering rate.

Creating an additional revenue stream through monthly membership sales is perhaps the hottest movement in the car wash industry today, winning over the ranks of leading carwash operators nationwide.

Modern subscription services are the wave of the future and in many cases, of the present. In the case of the car wash industry, these services give owners the opportunities to increase the average lifetime value (by rather large factors) of each individual customer, in the end increasing revenue.

But before you jump onto the monthly recurring revenue bandwagon (or if you’ve already jumped but have an underperforming membership program) we suggest that you take a closer look at all available membership management solutions. We especially encourage you to pay attention, as we did, to a membership sales and marketing company called EverWash. While they are the newest player in the industry, they likely have the most subscription economy experience of all available platforms; having served as the nations largest membership sales and subscription management company to the health & fitness industry for over 25 years.



sale solutions out there. In fact, for additional upgrade, equipment and monthly support fees, your current POS system likely offers a type of monthly recurring billing solution. But we learned that not all monthly membership platforms are created equal and not all monthly membership solutions deliver the same results.

All that said, the editorial staff of The Kleen Scene, had a chance to sit down with other carwash owners who have been using EverWash to ask a few questions about their experiences with the platform so far. The Kleen-Scene: What made you decide to start sell monthly memberships to your wash?

Dino (Owner of Asbury Circle Car Wash): Monthly members are just more profitable than pay-per-visit customers. Membership increases my wash revenue and improves my cash flow by a lot. It’s that simple. I’ve owned washes for years and sold

monthly memberships at this wash and my previous washes, so I see the huge financial value first hand.

Members provide a big, added revenue stream that I get every month, rain or shine. And having lots of members changes the way your business looks and attracts more customers. Our wash always looks busy which helps bring in a steadier stream of cars off the street. No one wants to pull into an empty wash with no other cars on the lot. So even when it’s threatening to rain, or it’s cloudy, the place always has cars, which kind of becomes the deciding factor for prospective

We know what a properly managed membership program can do; it generates huge increases in wash volume & revenue.

With the exception of EverWash, it seems most every platform out there requires high start-up and RFID equipment fees, endless monthly support fees and heavy time demands from various car wash staff to manage membership accounts and member needs.

The fact is there are a number of monthly recurring revenue point-of-

customers driving by who might otherwise be on the fence about pulling in.

Adam (Owner of Sponge Brothers Car Wash & Lube): Membership is the wave of the future for this industry. Most pay-per-wash customers are inconsistent, especially with New England

weather. Membership not only generates more revenue, but also helps with consistent cash flow.

We've not only experienced the power of membership ourselves, we've done the research and spoken to other wash operators and industry leaders. We know what a properly managed membership program can do; it generates huge increases in wash volume & revenue.

Trip (Owner of Wow Express Car Wash): We started selling memberships to get more profit per customer. A key part of my business is to get as many people on and off the lot and see all the things we do. With my other profit centers every month starts at zero, but with membership you are starting every month with a healthy dollar amount, and I like that a lot.

The Kleen-Scene: Why did you choose EverWash over other membership solutions?

Dino: I heard the founders of EverWash have decades of experience in the membership sales and management business. That impressed me so I gave them my attention and subsequently learned they really are the best in the industry. They are the real deal.

The Kleen-Scene: How does EverWash compare to other membership solutions you've used in the past?

Dino: First of all, we sold more monthly memberships with EverWash in two months than we did in two years with DRB's system. I like that it didn't cost me a dime to set up. Having been in the industry for so long I know first hand that I could have easily spent \$20,000 to \$75,000 "setting up" a membership system, and that's before we even start selling memberships. EverWash gives us their platform, free of charge.

EverWash takes away the forever-long learning curve it takes to become successful in the membership business. I've not seen any other membership system that can come close to what EverWash has done for us.

With DRB's system there was a lot of work I had to do to maintain it, often accompanied by a lot of headaches. (Laughs). I used to have to maintain my customers, and keep the subscription system running smoothly. If a customer wanted to upgrade, or wanted to do anything else having to do with membership (like cancellations, changed or cancelled credit cards or switched cars), that was something my employ-

There's so much back office work involved with other membership solutions. With EverWash, they take care of every aspect of the membership lifecycle.

And their super friendly support team takes the all the hard work out of running a membership business. They do it all. They train my entire staff on how to easily convert customers into members; right through their smart phones. We can do up to 50 sign-ups a day thanks to their easy to use technology. And my customers love how simple the app is to use.

There's so much back office work involved with other membership solutions. With EverWash, they take care of every aspect of the membership lifecycle. From sales & marketing to giving the customer the ability to easily sign-up to a membership, refer their friends, edit credit card info, change wash plans, cancel a plan, add cars, etcetera... all from their app or customer support line. That all helps us as operators concentrate on what we do best; pay attention to the customer and produce a sparkling clean car.

Adam: We had been doing unlimited wash club programs in the past on our own (using our current POS system). But then I learned about EverWash -- it just clicked! What I thought was fantastic about EverWash was the fact that its all on your phone. Members simply show their phone to the attendant. My guys then know exactly what wash package to give, and for what cars with unique car and plate info on app. Their payment and usage information is stored right there too.

I also like the fact that they have no start up costs, monthly support fees, POS upgrade costs or expensive RFID equipment to buy. Their business model is commission only, so they don't make a dime unless they make us lots of money, keeping them motivated and focused on helping us sell lots of memberships.

ees had to do. EverWash takes that whole part of having to manage each member's account away from me. It makes things as easy for me as it does for the customers, and I appreciate that.

Adam: With EverWash, they manage the club. They let us know when there is an issue with the customer because that member is going to call EverWash if they need anything. Their customer support checks into it and works directly with the member. It takes us out of the loop and allows us to do our job. I used to have to hire someone to manage the wash club members. And to be honest, they would do an average (sometimes below average) job. I truly believe in doing what you do best. EverWash does this for a living and takes the burden off of me so I can focus on what I do best.

The Kleen-Scene: Is it easy to see and track activity with EverWash?

Dino: I check the EverWash dashboard, which is their reporting tool, at least 10 times every day. It gives you everything that you want, it really does. Anything that I anticipate being there is there from how many new members we sign-up in a day, week month, whatever. I can see at a glance exactly where we are with membership revenue and how much we've grown in



any date range. If for some reason I want to find out how many cars I washed today with EverWash, or look at any member's usage history in any date range it's right there. Whatever I think is gonna be there is there already, which is very cool. I'm a numbers guy and I'm always constantly looking at numbers, so I'm very pleased with the ability to track all of these things with their reporting tool. It has everything you want as an operator.

Trip: It has every basic aspect that I need to run my business. I can see who signed up, and how it fluctuates through the week, the month, or whatever I want to see. If I'm pushing it hard and want to see how it's doing, the dashboard makes that very easy.

Adam: It's been going really well. When you have wash club customers you have an opportunity to cross-market every single time that person comes on site, and that is what we have been doing. Not only is the membership program helping with cash flow, the cross marketing aspect has also been a huge success.

Trip: It's great, and the younger generation totally gets it. There are people continually asking about it, it's not a hard sell at all. It's just about helping people change they way they think about coming to the car wash.

The Kleen-Scene: In the spirit of full disclosure, our own car wash (Kleen-Rite Car Wash) also switched over to the EverWash platform.

We did more memberships in two months with EverWash than we did in two years with other solutions.

The Kleen-Scene: How is it working, have you been getting a lot of members?

Dino: (Laughs) We did more memberships in two months with EverWash than we did in two years with other solutions.

Ori (Owner of Riverdale Car Wash, Supreme Car Wash & Casino Car Wash): Yes, we have been selling hundreds of memberships through EverWash. It's paying for our entire rent already!

We are thrilled with the results of having sold more monthly memberships in just the first 3 months through EverWash than we sold in 2 years with our previous ICS solution. So thank you everyone for agreeing to sit down with me. Your insight has been valuable and we are happy to see that it pretty matches our own experience with EverWash.

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DMD200



LED9 Bay Timer

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- Credit card compatible
- Programmable greeting message
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About EverWash:

EverWash, Inc., headquartered in Philadelphia PA, is an app-based membership sales & subscription management platform to the car wash industry. Their app is designed specifically to improve customer-to-member conversion rates, maximize customer lifetime value, and manage all unlimited club membership needs within the car wash industry. The company develops, markets and operates the EverWash mobile application, which allows consumers with smartphones to buy a monthly car wash membership for their car. For one low monthly fee EverWash members are granted unlimited use of their chosen car wash simply by using the smart phone generated one-time-use-code at the pay station or by showing the unique smartphone generated QR code to the car wash attendant with each visit

Consultative Note From EverWash:

Before pulling the “monthly membership” trigger, be certain that your wash is prepared to handle the extra wash volume that comes with monthly membership. As a general rule of thumb if you run a Full-Service, Flex-Serve or Express Exterior Tunnel Wash then be prepared to wash an average of 6 additional cars an hour for each 500 members on the platform. Also, generally speaking, In-Bay Automatic/Rollover washes need not worry about exceeding wash capacity.



EverWash

To Learn More Please Visit morewashprofits.com

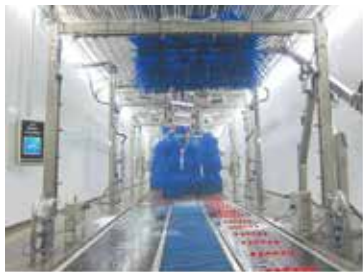
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TRUCK WASH



Attract More Customers and Build a Truck Bay

By Amy Mastrangelo

So you have a car wash, but have you ever thought about opening a truck washing bay? If you're looking for new ways to grow and expand your car wash business, a self-serve truck wash might be the right way to do it.

The Kleen-Scene recently talked to Dan and Greg Aksamit of "My Car Wash" in Brighton, Colorado. They shared how their truck wash bay differs from their standard car wash bays and how it has impacted their business.

The Aksamit brothers say, "Size is the most critical part." When a truck first pulls up to your wash, it needs plenty of space to enter and exit the bay. The height and width of the truck bay needs to accommodate the larger size of the vehicle.

Customers will likely spend half an hour to an hour to wash. The more time spent washing means more money for the truck wash. Dan and Greg have room in the bay so that one car or small vehicle can pull in behind another one. This lowers wait times and keeps customers happier. They have 2 credit card machines in the bay, 1 in the front and 1 in the back.

Truck bays attract many vehicles including boats, RVs, horse trailers, equipment contractors, and tractor trailers.

Dan and Greg also advise to "have a large enough mud collection pit so you don't need to clean it out as often." Although you may see the larger vehicles bringing in more mud and grease, the larger size of the truck wash itself is beneficial because it attracts many different types of vehicles. In fact, Kleen-Rite President Mike McKonly says that's one of the best parts of having a truck bay. Many vehicles will come to wash besides standard cars. Boats, RVs, horse trailers, equipment contractors, and tractor trailers can all come to the truck wash.

You can increase your truck bay business even more by installing a card system that not only does credit cards but fleet accounts and billing options. Companies of trash trucks, school buses, taxis, and other company vehicles can all set up fleet accounts at your truck wash. Plus, standard cars can always use the bay if the other self-serve bays at your car wash are busy. More vehicles washing on your lot means more profits!



With all the extra space to account for, it's important that the self-serve wash is still convenient for the customer. Dan and Greg have several special features in their truck wash bay. They have stairs on each side of the bay so customers can climb up and spray the top of their vehicle. They also equip the bay with extra-long booms and hoses.



Since not all carwashes have a truck bay, adding one to your wash can give you a competitive edge and help you attract dedicated customers. Dan and Greg also say that they found success since their wash is “near a business area with heavy truck travel. They would not recommend setting up a truck bay in a residential area.”



There are many ways to set up a truck wash. A common layout is an enclosed bay with an extra tall ceiling. However,

Increase your truck bay business even more by installing a card system that not only does credit cards but fleet accounts and billing options as well.

some truck bays have an open bay layout without a roof. The booms and hoses are simply attached to the side of a wall. For washes in warmer climates, this will save on start-up construction costs. In colder climates, you might see problems



with exposed equipment freezing. Or if it rains often, you need to consider all the rain water collecting into your drain.

In review, it's important that your truck wash has several key factors. You'll need extra height

and width in the bay, extra space on your lot for the larger vehicles to get around, extra-long booms and hoses, and a larger pit. Once the truck bay is in place, you can earn repeat customers and profit for your business. If you have the space, a truck bay makes a great addition to your car wash.

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- Aluminum head
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1. Dosatron's water-powered, non-electric chemical proportioners use the water flow to operate.
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3. Dosatrons are externally adjustable for fast and easy dilution changes.
4. Using a Dosatron, you can continue to wash cars with city pressure, even if your booster pump is down.
5. Dosatron offers four (4) models with dilution ranges 3000:1 to 10:1, with **NO** orifice tips.
6. Dosatrons offer positive displacement providing fast self-priming!
7. Dosatrons are simple to install — **NO** need for a plumber.
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9. You have consistent dilution with Dosatron, regardless of water flow or pressure.
10. Annual maintenance is easy with Dosatron. It just takes 15-minutes!

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Fall 2017 Industry Calendar

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

- | | |
|------------------|--|
| Oct. 2-4
2017 | ★ Northeast Regional Carwash Convention
<i>Atlantic City Convention Center, NJ</i>
www.nrccshow.com |
| Nov. 1
2017 | Australian Car Wash Show 2017
<i>Ethiad Stadium, Docklands, VIC</i>
www.acwa.net.au |
| Nov. 14
2016 | NECA Fall Dinner & Program
<i>Crowne Plaza, Woburn, MA</i>
www.newenglandcarwash.org |

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- Long lasting aluminum housing
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- Heated air without a filament after 30 seconds of use
- 10% more powerful
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- Super Quiet
- 20 year expected life
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5

Preventative Maintenance TIPS From **DEMA** Injector & Proportioning Valve

Dema offers up their top 5 things to stay on top of to ensure continual operation.

1

Check Valve repair and replacement on injectors. Getting all the internals for the check valve and replacing them regularly so that you are always putting soap on the cars.



4

MixRites lip seals. The MixRite Lip seals are designed as wear parts to be replaced over time. Check your lip seals every year to see if they need to be replaced. Check your chemical piston seal as well to replace it if the chemical attacks it over time.



2

Metering Tip Replacement. Replacing the metering tips every 6 months in the Floats and Injectors even if they don't need it so that they don't clog up.



5

Foot Valves. Foot Valves in the chemical pails can fail and you don't notice anything right away. Regular changing of foot valves helps keep your chemical up at the injector or float valve and it allows you to clean the car better without putting just water on the car until the chemical line is primed.

3

Diaphragm replacement in float valves. Many times we will get float valves back with junk all over the diaphragms. If these were regular maintenance items and a regular cleaning was done, then the float valves would not hang up and flood the backroom. This can be done every 6 months.



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MEGA-VENDOR® III

- Glass front vending machine available in two configurations: 6 product trays or 4 product trays with 2 drink trays
- Vends 41-56 items depending on product size
- Rated for outdoor use
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MEGA-VENDOR®

- 27 Selection
- For items not needing refrigeration
- Uninsulated – lower cost
- Saves Space – only 28½" W x 29½"D
- Available in black or gray
- Comes standard with patented Sensit® Guaranteed Delivery System
- Fits virtually any item which makes this vendor ideal for a wide range of applications. Fits supplies, snacks, maps, phones, repair kits, etc.

\$3,250.00	MG90060-C	Gray
	MG90050-C	Black



MEGA-VENDOR® WALLY

- Customizable modular coil & tray system
- Vends up to 15 different products with up to 32 items per tray
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- Vend sensor guarantees product delivery or refund
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- Available in 6 different colors
- ADA Compliant • 150 lbs.

\$3,769.99	MG90070
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THE KLEEN★TEAM

Laurie Lewis

Mount Joy Warehouse

I have worked at Kleen-Rite for 14 years in the packing department. Some reasons why I enjoy working at Kleen-Rite include the great friends I've made and the family atmosphere here.

I am a lifelong resident of Columbia and a mother to 2 children. I'm very family-oriented and enjoy spending time with my 4 grandchildren. When I'm not attending my grand kids' events, I play bingo regularly with my 2 sisters.

We'd like to thank Laurie for her dedication to our new distribution center and helping make it a success!



Laurie Lewis
Mt Joy, PA - Warehouse



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AB3™

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Universal Brush

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SIMPLY A BETTER BRUSH. . .

Aluminum Head Foaming Brush:

Heavy duty cast aluminum with recessed plated screws and soft bumper gasket. 3 fountain holes for generous & consistent flow. Incredibly soft hog (boar) hair.

Available in:

Black, Red, Blue, Green, Yellow and Purple!



How Much Are You Paying?

We pride ourselves on giving you the best quality brush at the best possible price!

• 4" long bristles • 9 1/4" x 2 1/4" head

Compare our prices!

\$44.77

FO194AH	Red Bumper
FO195AH	Blue Bumper
FO196AH	Black Bumper
FO198AH	Yellow Bumper
FO199AH	Green Bumper
FO193AH	Purple Bumper

AT A MUCH BETTER PRICE!



8" Triple Surface Prep Brush

Fits in a 5 gallon Bucket, Nylon Bristles Flow Through head.

FO1808G

\$17.15



Triple Sided Hog's Hair

Full 18 inch prep brush! 3 surface angles (plus the sides). Premium, all natural Hog's Hair!

FO1800

\$90.70



Monster Foam Brush

Rugged plastic head with soft bumper gasket. 3 fountain holes and 20% more bristles

FO212PBL

\$47.67

Round Prep Brush



Round brush with densely filled blonde boar hair. The round shape is perfect for cleaning rims and tires. Hog's hair encircles the entire head for safe, scratch free washing.

FO1600

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Round Hog's Hair Foamy Brush



The round shape is great for tight spots. Fully encased soft rubber body for complete protection from scratches or scuffs. Incredibly soft hog (boar) hair.

FORNDHBK

\$58.14

Nylon Foamy Brush



Aluminum head, heavy duty cast aluminum with recessed plated screws and soft bumper gasket. Three fountain holes for generous and consistent flow.

FO320NR

\$22.97

DAMAGED



UNTIL INSPECTED

Greetings from your Customer Service Team at Kleen-Rite.

In order to assist our customers, we would like to share some tips on how to spot damage to any shipment coming to you from Kleen-Rite and our suppliers.

First and foremost, our goal is to make sure your order arrives in a timely manner free from damage or loss. Unfortunately, as we all know, that doesn't happen with every shipment. Each time damage or loss happens while your order is in transit, a claim to recover the cost of the products needs to be placed by one of our Customer Service team members here at Kleen-Rite. In the case of freight shipments, if the damage or loss is not documented at the time of delivery, most claims will be automatically denied by the carrier.

Instead of your signature write: **"Damaged Until Inspected"** on the delivery slip.

When your order arrives, either by freight truck or by a ground carrier be sure to examine your package(s) for any noticeable signs of damage. With small packages it may be a tear or hole in the box, the tape may appear to have been removed and reapplied. Another sign could be that the the box just doesn't



look like the previous shipments you have received from Kleen-Rite.

With the larger freight orders coming from Kleen-Rite, look for any breaks in the shrink-wrapping or signs of liquids leaking. Shipments are wrapped completely at all our distribution centers. There should be no opening in the shrink-wrap, including the top of the pallet.

When a carrier receives your signature on a shipment their responsibility for the merchandise ends and the product is now yours. Any damage or shortage discovered after the shipment has been accepted is no longer the responsibility of the carrier. Please keep in mind that high dollar items, for example vacuums and vending machines, need to be examined completely before signing even if there is no outward sign of damage. Be sure to remove all of the wrapping before signing! When in doubt, or rushed to sign, instead of your signature write "Damaged Until Inspected" on the delivery slip.

Please allow us to help you achieve the best possible outcome by examining your shipments upon arrival. The Kleen-Rite team is always here to assist you with any issues you may have with your shipment. Your questions are welcomed and encouraged.

Was this article helpful?



Yes



Somewhat



Nope



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Gentle Hand-Made Brushes Manufactured by Certified Artisans

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Complete Line of Quality Hog's Hair Brushes

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NEW
VENT CLIP
BLOSSOM

4 Pack



AH8802

AH8800

AH8804

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FROM THE BRAND
CONSUMERS
KNOW & TRUST!

Proven in the Home, Trusted in the Car!

Patented odor elimination and gentle fragrances deliver a more pleasant driving experience.



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DESCRIPTION	CLEAN BURST	SPRINGTIME	NEW CAR
VENT CLIPS	AH8200	AH8202	AH8204
GELS	AH8300	AH8302	AH8304
SPRAYS	AH8400	AH8402	AH8404
UNDER THE SEAT	AH8500	AH8502	AH8504

COUNTER DISPLAYS - 2 DISPLAYS, 5 PACKS PER DISPLAY

VENT CLIPS	AH8200D	AH8202D	AH8204D
UNDER THE SEAT	AH8500D	AH8502D	AH8504D

AVAILABLE FROM **KLEEN-RITE** CORP.
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GET CONNECTED WITH KLEEN-RITE

Here's what's happening in the world of social media!

f Brandon De La Garza

5

"Been placing orders for 5 locations since 1998. Hardly ever have an issue and if I ever have its resolved quickly and professionally. They ship to me in VA standard UPS usually arrives next day! Love the staff and Tom the human car wash repair guide. 5 star service even when I never call with part numbers LOL."

f Liz Arseniu

4

"Thanks for monthly specials you have been offering lately! Helped us save money on much needed upgrades perfect timing. Please don't stop those monthly specials! Save a lot upgrading our old lighting to the new LED fixtures."

f Ryan Terhune

5

"I've been dealing with Kleen-Rite for 20 years, they are the easiest company to order from. Polite, fast service, usually everything in stock... Hands down my favorite company to deal with in my business... we have 6 locations, we deal with many companies... So it goes a long way."

f Jack Steele

5

"In the International Car Wash Association Hall of Fame, probably my favorite supplier of anything I have ever dealt with. Great product selection with good prices. Quick and efficient service with attention to detail."



@pennyllyn.lincoln.dalmations

"Thank you @kleenritecorp for your awesome dog wash. Penny will walk right up the ramp and into the tub with no hesitation." @



Thanks to user @tiptonadvisors in Greensboro, NC for this photo of their Monster Soap Haul! @

Want your photo to be featured in the next Kleen-Scene? Follow us on **Instagram** @kleenritecorp and **Facebook** and tag us in your car or pet wash photos!



Does my wash really need a water softener? It's just one more thing I have to monitor and keep filling with salt.

If you have hardness minerals in your water, it is to your advantage to have an appropriately sized, properly functioning water softener in your carwash.

(I feel the need to specify that it be adequately sized and functioning here because we have seen more than enough carwashes with an old softener that is on bypass, or with resin that is 10 years old, or hasn't been tested in years. This kind of softener won't do anybody much good:)

While it may seem at first glance to be just another expense, a water softener can actually serve to both save costs and increase revenue for your carwash.

The most valuable impact that soft water can have for your bottom line is in improving the efficiency and performance of the chemicals used in the wash. Without getting into the boring chemistry involved, with soft water you can achieve better results with

less chemical,
which means lower
chemical cost per car.

The second way that a softener can save you money is in protecting equipment downstream from damage due to scaling. Water heaters and RO membranes are the most likely (and expensive) items that need to be replaced due to scaling from hardness.

In addition, having soft water in your wash will lead to an overall better and more consistent clean and shiny car for your customer – which means more repeat business for you. Faster acting chemicals that remove dirt more effectively, more abundant foam for that great show and a shiny car coming out of the wash every time. By consistently delighting your customers with these results, you'll grow revenue not only by increasing their loyalty but also by word of mouth referral to new customers.

I can't bear to see how much water my RO dumps down the drain every day, but is capturing and re-purposing this "reject" water in my wash a good idea?

There are many ways to go about capturing the concentrate, or reject, water from an RO system to be re-used in a carwash setting. There are two questions to ask yourself: 1) is it worth my investment? (time and money) and 2) how might this affect the quality of my customers' wash?

The answer to both of these questions is, it depends.

The cost can vary greatly, depending on your available components (tanks, plumbing, pump, etc.) and general mechanical aptitude. There are also turnkey systems available that make the installation easier. The financial benefit is directly related to the cost of your water and sewer rates, which vary greatly across the country.

WATER TREATMENT

Even for those operators able to complete such a project without breaking the bank, it is important to consider the quality of this water and how it should be used. For while this water may be cleaner than incoming raw water, it is also high in TDS due to the process of reverse osmosis.

RO works by removing 99+% of TDS from the product (spot-free) water and concentrating it into the reject water. A quality RO will have a product:reject ratio in the ballpark of 2:1 for 1 and 2 membrane systems and 3:1 for larger systems. When assessing the possible adverse impact on wash quality, it is essential to know the incoming TDS level of your water.



For a site with incoming TDS of 400 ppm, one gallon of reject water will have 1,200 ppm TDS (original 400 ppm, plus 2x400 ppm of the 2 gallons product created per 1 gallon rejected).

Example calculations:

Incoming TDS (ppm)	# of Membranes	Product : Reject	Reject TDS (ppm)
400	2	2:1	1,200
1,000	2	2:1	3,000
400	4	3:1	1,600
1,000	4	3:1	4,000

This water, while useful, should be used early enough in the wash process so that there are sufficient later applications to rinse these minerals completely off the customers' vehicles. Like any other significant change you might implement in your wash, you should take care to observe the results from using RO reject water and make adjustments as needed.

***When was the last time the media inside the tanks was changed?**

Both softener resin and carbon media are made to last – but not forever. Typical lifespan of carbon is 3-5 years. Softener resin loses ion exchange capacity every year – we recommend replacing it after 7 years at the most.

***Do you have the right carbon media?**

Many municipal water systems have started to use chloramines in place of chlorine. This requires a different type of carbon media than a standard carbon filter contains.



Gee, these RO membranes are expensive – I just replaced them 6 months ago and now I have to buy more? What's the deal here?

Although it is highly dependent on the quality of both the incoming water and the membrane itself, in our experience with car wash operators the average life span of an RO membrane is 1 ½ to 3 years. Anytime we hear of membranes needing to be replaced in less than a year, it raises a red flag and we start asking questions.

These typically focus on the equipment upstream of the RO unit itself, which are there to protect the RO and remove particles from the water that membranes aren't designed to:

Water Softener – removes hardness (Calcium and Magnesium)

Carbon Filter – removes chlorine (or chloramines)

***Are these units in good working order?**

You should be regularly monitoring the efficacy by testing the hardness (before and after the softener) and for the presence of chlorine (after the carbon filter).



225 PSI MEMBRANES
DOW FILMTEC RO MEMBRANES



\$139.99	ROMF150	TW30-2514	14" X 2.4"	200 GPD
\$158.50	ROMF250	TW30-2521	21" X 2.4"	325 GPD
\$165.50	ROMF600	TW30-2540	40 X 2.4"	850 GPD
\$249.99	ROMF2200	TW30-4040	40" X 4"	240 GPD
\$246.99	ROMF4021	TW30-4021	21" X 4"	900 GPD
\$256.99	ROMF2200-B	BW30-4040 (Fiberglass Wrap) For Brackish Water	40" x 4"	2400 GPD
\$256.99	ROMF4040HR	LCHR-4040 - (Fiberglass Wrap)	40" x 4"	2900 GPD

150 PSI MEMBRANES
DOW FILMTEC RO MEMBRANES

\$205.75	ROMF950	LP-2540	40" X 2.4"	850 GPD
\$279.99	ROMF4040LE	LCL-4040 - (125 PSI) (Fiberglass Wrap)	40" X 4"	2500 GPD

100 PSI LOW ENERGY (COLD WATER) MEMBRANES
DOW FILMTEC RO MEMBRANES

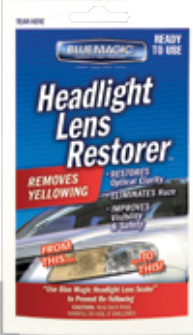
\$152.99	ROMF250LE	XLE-2521	21" X 2.4"	365 GPD
\$174.99	ROMF600LEC	XLE-2540	40" X 2.4"	850 GPD
\$254.99	ROMF4021LEC	XLE-4021	21" X 4"	1025 GPD
\$284.99	ROMF2200LE	XLE-4040	40" X 4"	2600 GPD

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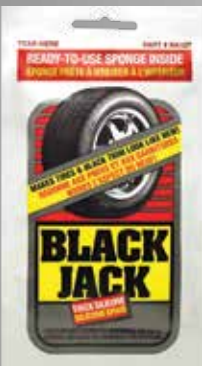
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 Decal: DEV235

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- Interior and exterior use
- Disposable
- Never messy

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 Decal: DEV25



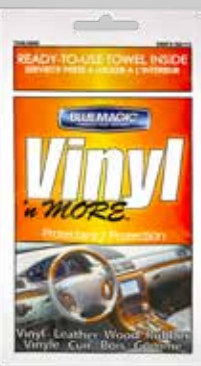
100 PER BOX
VSNA27C
\$39.00
 Decal: DEV35



100 PER BOX
VSNA17C
\$39.00
 Decal: DEV17



100 PER BOX
VSNA16C
\$39.00
 Decal: DEV16



100 PER BOX
VSNA15C
\$39.00
 Decal: DEV15



100 PER BOX
VSNA19C
\$39.00
 Decal: DEV19



100 PER BOX
VSNA25C
\$39.00
 Decal: DEV30



100 PER BOX
VSNA28C
\$39.00
 Decal: DEV40

24 PER BOX
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24 PER BOX
VSNA17
\$9.36

24 PER BOX
VSNA16
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24 PER BOX
VSNA15
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24 PER BOX
VSNA25
\$9.36

24 PER BOX
VSNA28
\$9.36

YOUR ANSWER IS CUSTOM AIR FRESHENERS



Kleen-Rite is now able to offer our customers the ability to purchase customized air fresheners with their own logos and artwork via their Kleen-Rite account!

The custom air fresheners are currently available in seven shapes and 18 different fragrances. Each air freshener comes with full color printing on both sides, strung with white elastic and is packaged in clear wrappers (not carded).

WHY CUSTOM AIR FRESHENERS?

Selling or giving away custom air fresheners is an excellent way to advertise and promote your business at a minimal cost.

HOW DO I ORDER? IT'S SIMPLE!

1 Select a shape
We have 7 options to choose from!

2 Determine your quantity -
the more you buy, the less each unit will cost.

EXCELLENT FOR VENDING

LOW COST GIVEAWAY FOR PROMOTING YOUR BUSINESS

3 Pick your fragrance!

*NOTE: YOU CAN PICK 1 FRAGRANCE PER 1,000 AIR FRESHENERS ORDERED.
*TOP 5 SELLERS ARE SHOWN IN BOLD TYPE.

4 Select your artwork!

* NOTE: NOMINAL SET UP AND ARTWORK FEES MAY APPLY BASED ON QUANTITY ORDERED. ALL ARTWORK MUST BE SIGNED OFF ON PRIOR TO PO BEING SUBMITTED FOR PRODUCTION.

“ I like tiny advertisements hanging from vehicles’ rear-view mirrors all over town. Considering that I’m a brand new car wash, this is important to me.
- TRENT RICHARDS, Peachy Kleen Car Wash

“ We love the air fresheners that we purchased. Our colored logo looks great on the air freshener and they smell great! Customers like free items and it’s a great way to market all of our locations!
- KATY SHAFFER, All Shined Up Car Wash



AIR FRESHNER SHAPES			
OVAL PORTRAIT		OVAL LANDSCAPE	
RECTANGLE PORTRAIT		RECTANGLE LANDSCAPE	
ROUND		SQUARE	
COUPON			

QTY	\$ EACH	TOTAL	QTY	\$ EACH	TOTAL
50	\$2.36	\$118.00	3,000	\$0.47	\$1,410.00
100	\$1.48	\$148.00	5,000	\$0.42	\$2,100.00
200	\$1.17	\$234.00	10,000	\$0.33	\$3,300.00
500	\$0.84	\$420.00	25,000	\$0.28	\$7,000.00
1,000	\$0.74	\$740.00	50,000	\$0.25	\$12,500.00
1,500	\$0.61	\$915.00	100,000	\$0.23	\$23,000.00

CHERRY	FRESH AIR	CITRUS
DARK ICE	GUAVA	LEMON
STRAWBERRY	CINNAMON	JASMINE
NEW CAR	PEACH	SWEET PEA
VANILLA	BLACK RASPBERRY	CUCUMBER MELON
PINA COLADA	BABY POWDER	PINE

HAVE YOUR OWN LOGO OR ART? GREAT!
Please submit your art as a print ready file - 300 DPI.
(.PSD, .AI, .EPS, .PDF, .JPG are all acceptable formats!)

NEED SOME ART HELP? THAT'S OKAY, TOO!
Someone in the Kleen-Rite graphics department will be able to assist you!

CONCENTRATE

KLEEN-PAK

YOUR COMPACT • CONVENIENT • EASY TO USE SOLUTION

Premium cleaning power packed into 2½ Gallon Jugs

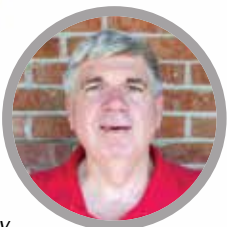
SHOP NOW!

**YOU GET
TWO
2½
GALLON
JUGS
OF CONCENTRATE**



Each Kleen-Pak includes two - 2 ½ gallons per pack.

"The Kleen-Pak chemical concentrates proved to be just what we were looking for. They were really compact which we like because we are always tight on space. The price was right and the chemicals really cleaned the cars well." - Dan Callahan, Glen Burnie Car Wash, Maryland



High pH Presoak	KRKP5210	\$98.56
Low pH Presoak	KRKP5220	\$127.13
Fragrant Presoak	KRKP5200	\$112.84
High Pressure Detergent	KRKP5202	\$112.84
Body Shampoo	KRKP5207	\$84.28
Wheel and Tire Cleaner	KRKP5400	\$95.70
Cherry Sealer	KRKP5303	\$107.13
Drying Agent	KRKP5300	\$87.13
Foam Brush	KRKP5203	\$141.41
Clearcoat Conditioner - Blue, Pink or Yellow	KRKP5305#	\$139.98



LET'S TALK:

POLYMERS!

KLEEN-PAK POLYMERS IN CAR CARE

Polymer surfactants are large molecules with multiple benefits. These benefits can be tailored and designed toward cleaning and protecting vehicle surfaces. Polymers (large molecules) move slower than traditional surfactants (small molecules) which in turn help prevent re-depositing of soil during the cleaning process.

The polymers (large molecules) wrap around and encapsulate the dirt and oil drops which eliminate the positive charge on the car surface. A low pH presoak is not needed to neutralize the car surface during the drying process.

Polymers do not need extreme pH values (very acidic and alkaline conditions). They are molecularly designed to clean what is needed (dirt and oil) in the vehicle cleaning process. This will provide long-term protection, quick drying, easier repeated cleaning, less spotting and additional shine.

Using traditional presoaks (small molecules) will emulsify the dirt and oils from the vehicle surface in a broader spectrum process; they tend to clean everything they touch which can include waxes, paint and other car wash surfaces that do not need cleaning. Consequently, this can cause damage to the vehicles, equipment and environment.

With today's ongoing advancement in polymer technology, the car cleaning process offers a safer profile with added benefits of accelerated cleaning, more efficient drying, unsurpassed gloss, and less spotting.

KLEEN-PAK
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- Provides a total security system that is fast, secure, reliable, and easily stored
- 1080p HD Tribrid DVR!
- Complete integrated digital surveillance system to meet a wide range of security needs
- Easy upgrade • View remotely • Affordable
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NOW AVAILABLE
For your iPhone, iPad,
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PART #	DESCRIPTION	REGULAR	AUGUST SPECIAL	YOUR SAVINGS
TWAHDNP32	32 Channel DVR System	\$3,194.81	\$2,994.81	\$200 OFF
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TWAHDNP08	8 Channel DVR System	\$894.95	\$829.95	\$65 OFF
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TURBO
dvr WASH
DIGITAL VIDEO SURVEILLANCE

EXPLOSIVE FRAGRANCE

OUTSTANDING, LONG-LASTING
AIR FRESHENERS FOR YOUR
CAR, HOME OR OFFICE.



SHOP NOW!

AIR FRESHENERS™

\$27.25

**72 COUNT
VEND PACKS**



AFPP110



AFPP101



AFPP103



AFPP104



AFPP109



AFPP105



AFPP106



AFPP113



AFPP102



AFPP107

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



Cleaning Bay Walls

Having a clean location is just as important as keeping the equipment running at full potential. A simple action, such as cleaning your bay walls, can brighten the overall look of your wash instantly. With products such as Klean-Wall (PN# KW5), the process has gotten much easier for you. A plastic tank sprayer, a pair of gloves, and goggles are all you need to bring your bay walls back to their former glory.



For plastic walls such as Extrutech, a spray on rinse off approach may be enough. If they are extra dirty or you have let them go too long, try using one of our truck brushes (PN# BR0106) to agitate the soap which adds to the cleaning power. For brick/block walls use a



stiffer brush (PN# BR0110) to get rid of the algae and scum that tends to buildup. Klean-Wall is great for use on the following surfaces: brick, concrete, plastic, tile & even stainless. Do yourself a favor and get a free sample of Klean-Wall with your next order.

As always, we are here to help you. If you have a question or need help troubleshooting a problem, give me a call or send a quick email. We will work hard to get you the information you need.

Tugger Burke

Kleen-Rite Technician

Tom@kleen-ritecorp.com



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!



Call today for a free sample!

1.800.233.3873
Kleen-Rite: an Authorized Distributor



5 gallon

KW5

\$67.50

55 gallon

KW55

\$587.99

AFTER BEFORE

SHOP NOW!

APFormulators
Making a cleaner world

Available From KLEEN-RITE!

TIPS FOR TOUCH-FREE AUTOMATICS:

Produce Great-Looking Cars And Lower Your Cost Per Car

By Michael Ilacqua, Trans-Mate Inc.

There are a variety of strategies for cleaning a car in a touch-free car wash that we can utilize to save on water, chemical, and time. In a touch-free carwash, saving time translates into money since it allows us to wash more cars per hour. Unlike a tunnel wash, where the conveyor speeds are set at a constant speed, a touch-free allows you to adjust your chemical variables to save you time while still producing clean, dry, shiny cars.

Increasing detergent concentration can allow you to speed up the detergent application pass and still produce a clean car.

Include different chemicals for different packages, such as dispensing only one pass of concentrated presoak in your inexpensive packages.

Applying triple foam conditioners directly over your last pass of presoak saves you time on a rinse pass, and also gives your presoak extra dwell time.

Increasing the concentration of the drying agent and/or adding a drying agent to your high-pressure rinse pass and speeding up the time in a pass will allow you to wash more cars in less time.

Packages that are given a quality clear coat sealant may not need a drying agent. Quality clear-coat protectants have the ability to dry cars, protect the painted surfaces and enhance gloss at the same time without using separate chemicals to perform all tasks. This enables you to save time and chemical.

Applying the use of conditioners rather than polishes can save time, as you can lay the triple foam directly onto the last detergent application, which increases the dwell time of the pre-soaks and saves yourself a rinse pass.

Utilizing some of these time-saving strategies can help you produce clean cars, lower your cost per car and increase your peak time capacity!

Trans-MateTM

WE MAKE YOU SHINE



DID YOU KNOW?

SHOP FROM YOUR FAVORITES LIST

You can make and save a list of the products you buy all the time on our website and then easily shop right from your list.

Simply add the products that you use all the time to your favorites list. When you need that item again, login into your account and go the "FAVORITES" tab. You will find all of your regularly used items stored for you.

It's the simplest way to shop for your routine maintenance parts, soap and chemical preferences, and vending supplies.



Just click on this heart symbol on any product page to easily add it to your favorites list!



Monthly Giveaway

4 Free Cases of Quick Dry

INTERIOR CLEANING WIPES

Sign up on the Kleen-Rite Website for your chance to win 4 free cases!



VS169

100 Wipes Per Case

Winner announced on August 31, 2017

No Purchase Necessary to enter

Sign Up Today at: www.kleenrite.com



Touchless In-Bays:

Trans-Mate™

WE MAKE YOU SHINE

Your Single Source for Quality In-Bay Chemical Systems

Trans-Mate in-bay chemicals are engineered for high performance and are highly concentrated for low cost in use and to deliver superior looking cars!"



Friction In-Bays:



SHOP NOW!



Brite Reflections
Low pH Presoak

TM5021

Banish
High pH Touchless Detergent

TM5019

Shamy Dry
Drying Agent

TM5034

Film Away
High pH Presoak

TM5212

Blue Max
Neutral pH Cloth Detergent

TM5002

Shamy Dry
Drying Agent

TM5034

New FRAGRANCES!



New MARKET FRESH SCENTS

AVAILABLE IN 24 CARD PACKS OR 72 COUNT VEND PACKS

TWISTED BASIL	HEIRLOOM TOMATO	CREAMY AVOCADO
VS50297 24 PACK	VS50331 24 Pack	VS57340 24 PACK
VS10297 72 PACK	VS10331 72 Pack	VS17340 72 PACK

SHOP NOW!



New FRESH SCENTS

AVAILABLE IN 24 CARD PACKS OR 72 COUNT VEND PACKS

CORAL REEF	EUCALYPTUS	DAISY FIELDS
VS57186 24 PACK	VS57365 24 PACK	VS57347 24 PACK
VS17186 72 PACK	VS17365 72 PACK	VS17347 72 PACK



FRESH LINK®

New

GREAT SCENT LASTS UP TO 30 DAYS!

4 PACK
Clips to almost anywhere!

CARIBBEAN COLADA	BLACK ICE
VS52025	VS52031
NEW CAR SCENT	BAYSIDE BREEZE
VS52033	VS52034



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

VENT WRAP COUNTER DISPLAY

WHOLESALE PRICED!

Wholesale priced for your retail area! Includes 4 Each: Vanillaroma®, New Car Scent, Bayside Breeze and Black Ice.

VS52220



Frequently Asked Questions

with Gary Frey, Kleen-Rite National Sales Manager

Issue No.29 August, 2017 - F/A Questions

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

How long should an RO membrane last? How can I extend the life of a membrane?

The realistic life of an RO membrane is 1.5 – 3 years. This, however, depends on the nature of the water your system is processing. It is important to monitor and check the water entering into your



RO system from an upstream vantage, including your carbon filter, water softener, as well as the water source (well or municipal supplied).

Since membranes are expensive, we want you to get the most out of every replacement.

Here is a brief list of ways you can extend the life of your membranes...

Create a preventative maintenance schedule, monitor, then log your results daily to assure consistency within your system. If you notice irregularities from one day to another, it's easier to trouble shoot and identify the root cause versus not having a daily base line to reference. Items that you should monitor on your RO that affect your system performance are as follows:



Permeate Flow, Concentrate Flow, Inlet Pressure, Pump Pressure, Membrane Pressure and Temperature, Permeate TDS, Feed TDS, and Feed Hardness

*Pre-filter cartridges should be changed monthly



Make sure that your carbon filter has and maintains an appropriate amount of media. Your carbon filter will remove chlorine from your water. If chlorine levels are high and not treated, a new membrane could be destroyed within weeks, if not days.

Important items to monitor daily on your water softener:

Hardness in, Hardness out, Capacity Remaining, Tank online, Brine Tank Check, and Bags added.

Log Sheets provided by **Diamond H20** can be found in the resource library of our web site, www.kleenrite.com.

How often must we change our vacuum filter bags?

The life of a filter bag will depend on the amount of use a vacuum is subjected to as well as the way the bags are maintained.

Here is a list of maintenance tips provided by **JE Adams** to assure that you get the most out of every filter bag.

- Shake bags out at least once a week
- Do a visual inspection to check bags for damage
- Bags can be rinsed with a low pressure hose or put in a washing machine
- Only air dry filters ***Do not machine dry bags, they will shrink!**
- Bags should be secured and have a tight seal to prevent motor damage
- Change bags as needed
- Always have an extra set on hand

DO NOT machine dry bags, they will shrink!



If chlorine levels are high and not treated, a new membrane could be destroyed within weeks, if not days.

SHOP NOW!



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



CLEANS AND PROTECTS...

PLASTIC, VINYL, AND RUBBER FROM UV DAMAGE WITH A MATTE FINISH

MATTE FINISH PROTECTANT SPRAY

16 OZ. BOTTLE • 6 PER CASE

AR18226 \$28.99

MATTE FINISH PROTECTANT WIPES

25 WIPES • 6 PER CASE

AR18227 \$19.60

NEW! POUCH WIPES



PROTECTANT

24 COUNT • 6 PER CASE

Helps keep surfaces looking like new!

AR18241 \$13.40

CLEANING

24 COUNT • 6 PER CASE

Powerful cleaning for auto surfaces

AR18242 \$13.40

GLASS

20 COUNT • 6 PER CASE

Safe on tinted glass & electronic screens

AR18275 \$13.40

IT'S EASY TO LOOK GOOD

ULTRA SHINE SPRAY WAX

16 OZ. • 6 PER CASE

Long-lasting shine & water beading. Use on a wet or dry surface.

AR18237 \$27.75

ULTRA SHINE WAX WIPES

12 COUNT • 6 PER CASE

Pre-waxed wipes with easy 1-step application. No waiting, no buffing.

AR18239 \$27.75



NO WATER? NO TIME? NO PROBLEM.



ULTRA SHINE WASH WIPES

12 COUNT • 6 PER CASE

Extra-large, pre-moistened wipes allow for removal of soils and grime without using water

AR18240 \$27.75



QUICKSILVER WHEEL & TIRE CLEANER

20 OZ. • 4 PER CASE

Clings for a powerful cleaning - safe for all clear coated wheels

AR18234 \$15.99

ARMOR ALL® MUST HAVES



CLEANING SPONGE

100 PER CASE

Powerful cleaning for all auto surfaces - don't trust your vehicle's surfaces to a household cleaner. Remove ground-in dirt, dust and grime leaving behind only a "just detailed" matte finish.

AR30800 \$47.99



ORIGINAL PROTECTANT PUMP SPRAY

4 OZ. PUMP SPRAY • 24 PER CASE

Prevents fading, cracking & discoloration of interior vehicle surfaces.

AR13040 \$31.25



ORIGINAL PROTECTANT SPONGE PACK

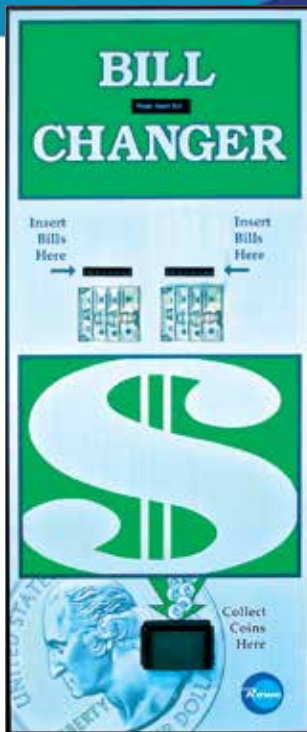
100 PER CASE

VS10800 \$47.99

THE BEST SELLING CAR CARE VENDING ITEM!



Rowe International



Rowe International began manufacturing bill changers for the vending industry in 1962. Since then, business has quickly expanded to support and serve the car wash & laundry industry.

Within the past two years, Rowe has established home in Richland Hills, Texas, a suburb of Fort Worth. In our warehouse, we manufacture all our changers that go to your locations. Rowe has a solid and caring team that handles orders, accounting, assembling, shipping, sales and technical support. Rowe understands that reliability is what counts most when considering bill changers for your locations.

Under recent new ownership, big plans are in store for Rowe in the years to come. Not only will Rowe continue to produce a line of reliable changers for you to have at your location, we will provide top notch customer service and shipping to your location within 24 hours of an order.

Rowe is proud to introduce our new BC-1600 (available in front or rear load) which includes dual Coin Hoppers each with the capacity of 5,600 quarters or tokens (11,200 total), as well as dual MEI Bill Acceptors with standard 500 bill box or optional 1000 bill box. The BC-1600 changer has optional Bill Recyclers, allowing the customer to receive bills as well as coins for their \$10 or \$20 bill. No more worries that your changer light is on or your changer could possibly be out of service: the Rowe BC-1600 will send out remote alerts via text message and/or email using WI-FI or Ethernet connection if your coin hopper is low or a bill jam has occurred.

In addition, upgraded safety features include our 12 Gauge Steel Cabinet, "Safe Like" lock bar with a 3 point locking system, a hardened Steel T Handle with a spinner to prevent theft and vandalism, and a Medeco high security lock and key. The BC-1600 is a must need for your location.



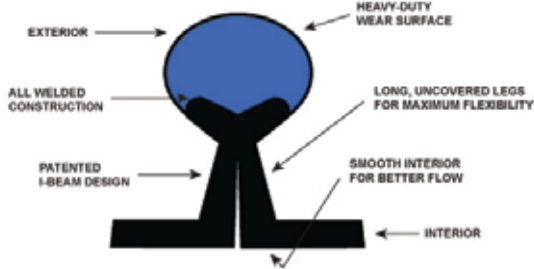
SMOOTH-BOR®

SHOP NOW!

THE INDUSTRY STANDARD FOR QUALITY VACUUM HOSES

Smooth-Bor® Vacuum hose incorporates an **INNOVATIVE I-BEAM DESIGN** which combines flexibility with durability for a hose that is tough yet light weight and easy to use. Manufactured from copolymers of polyethylene, Smooth-Bor® vacuum hose is available in a wide range of colors or color combinations.

I-BEAM DESIGN



- Robust wear surface
- All welded construction
- UV stabilized
- Light weight
- Very flexible
- Virtually kink proof
- Crush resistant
- Easy to handle
- Made in U.S.A.
- I-Beam Design

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Long Hull
CBK5000 \$1,960.00



Short Hull
CBK6000 \$1,745.00



Long Hull
CBK5000HS \$2,295.00

Short Hull
CBK6000HS \$2,025.00

The Most Important Piece of Equipment On Your Lot METER BOXES

**HIGH
Security
Boxes**

**Credit Card
Upgrade
available**

Our deluxe coin boxes make a great upgrade to older car washes. They are also a perfect fit for any new self serve construction.

Features:

- Dixmor Digital Timer
- Last Coin Alert
- 10 Position "QC" Rotary Switch
- IDX MA800 Coin Acceptor
- Mars Bill Acceptor
- 11 Gauge 304 Stainless Steel

For even more security, upgrade to our High Security Coin Box. All the standard features of our traditional coin boxes plus added features.

Features:

- Thicker 7 Gauge Stainless Steel
- High Security Plug Locks
- Reinforced Timer Display Housing
- Added Security Latches

SHOP NOW!



Changing A Foamy Brush Assembly

Tom recommends you change your entire foamy brush assembly twice a year, once in the spring and once in the fall. Having a brand new brush going into the busy winter season is crucial. By the time spring rolls around, you'll likely need to replace your foamy brush assembly after the heavy use of the winter. Check your hose and handle and change at your discretion.

Is your brush handle rubber peeling? Are the brush bristles separating? While this doesn't affect the cleaning property of the foam itself, it's less appealing to the customer to see worn out equipment and foam coming from the brush in chunks. You want a smooth flow of foam and bright, shiny equipment to wow your customers.

BAD BRUSH

Tools You Will Need:

- A New Foamy Brush
- A New Brush Handle
- A New Hose Assembly
- Teflon Tape
- 2 Adjustable Wrenches



#1 Using two adjustable wrenches, remove the entire foamy brush hose assembly from its connection point at the boom.



#2 Apply thread-sealing teflon tape to the threading of the new foamy brush hose.



#3 By hand, attach the new hose threading into the connection point at the boom, then tighten with wrenches.



#4 Apply thread-sealing teflon tape to the low pressure swivel end of the foamy brush hose. Thread, by hand, into the brush handle. At this stage, with a wrench, tighten to a snug fit, but do not tighten all the way.



#5 Attach the brush head to the end of the brush handle. Spin the brush until snug.



#6 Stand on the brush, gently, and use a wrench to tighten the handle. This also tightens the brush.

After following these steps, your brush and handle should be nice and tight and ready for use!



Watch a Video of This Tutorial on our YouTube Channel!



OPERATOR SPOTLIGHT

A & P Car Washes, Inc.

Coppell, Texas

By Chelsea Dimmig

Kleen-Rite is putting the spotlight on Larry Ahrens, a Kleen-Rite customer and proud owner of multiple car washes in Coppell, Texas. He shared his thoughts with us about car wash maintenance and advice he has for new car wash owners.

move back to Oklahoma and pursue other interests.”

With the departure of his partner, Larry sold six car washes and kept five to which he manages still today. Operating these car washes has sure taught Larry a thing or two when it comes to maintenance.

“I went to an industrial technology school so I learned about manufacturing and welding which helped me in some sense,” Larry said. “But starting out I had to ask the service guys to come out and help me every time something came up.”

By studying their every move, he was able to pick up on things like electricity and needed their services less and less.

Larry would eventually go on to buy eleven car washes from 1989-2005.

First, Larry reflected on how he got into the car wash business. He said, “When leaving a great job like Texas Industries, I thought about running a restaurant, laundry mats, real estate, something that I could do on my own and be my own boss. So, I bought one, four bay car wash and I was hooked.”

Larry would eventually go on to buy eleven car washes from 1989-2005.

“My partner at the time, Brent, and I were both new to the car wash business which was helpful,” Larry said. “We were on the same level as far as running a business goes but after we built 11, my partner decided to

“I learned by doing, so I just asked the right questions, performed maintenance procedures on my own and eventually I never needed to call for help again,” he said.

Operators will tell you that car washes are larger commitments than most people realize. Larry says you never quite know when something catastrophic could happen.

“Whether it be a pipe busted in your pump room or a leaky roof, it will always be on a day when you’re not on top of things,” he said.

However, you just have to remind yourself that the quality of the service will result in how many customers come back.





Larry Ahrens
A & P Car Washes, Inc.

“For example, if you go to a restaurant that has good food but lousy service, most likely you won’t be going back but if you go to a restaurant that has good food and good service then you’ll be coming back for more,” Larry said. “People cannot afford to lose their money.”

Larry says if he could give any advice to a new car wash owner it would be to stay diligent and to not cut corners. “Follow the owner around for a while before purchasing a car wash. Get a good feel on what’s involved because if they are telling you to just show up and collect the money, you’re in for a rude awakening,” Larry said.

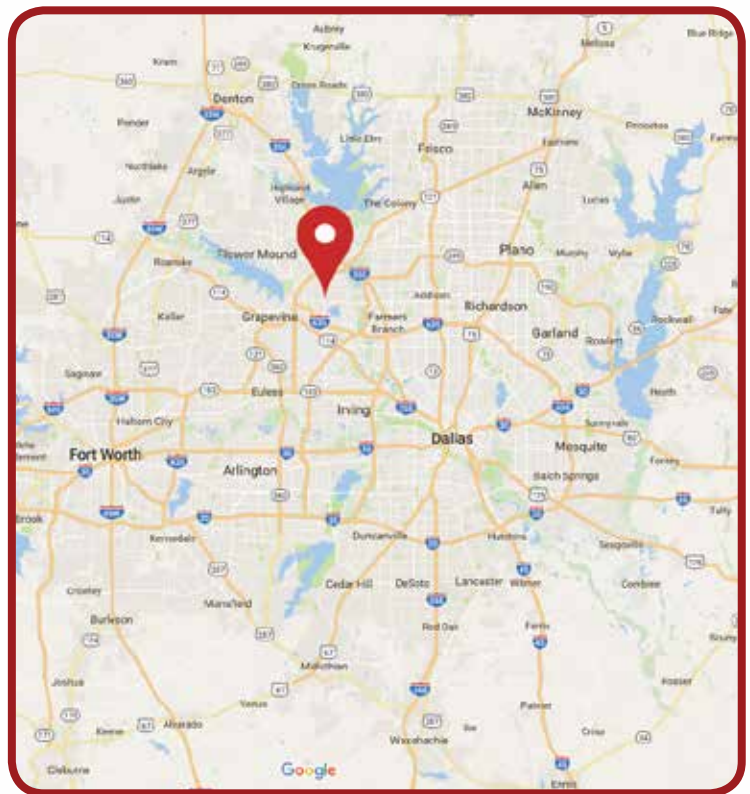
He also uses his car wash systems as if a customer is using them.

“We put coins in the coin boxes to make sure there isn’t anything jamming and then we will go through our car wash systems to make sure everything is running properly and smoothly,” Larry said. “Even a little thing like a broken wand could put you out of business until you fix it and time is money.”

When Larry advises to not cut corners, he means that customers notice the difference between using generic brands and the real deal.

“Back to my restaurant example, it’s like ordering fresh fruit. You will be able to tell whether or not it’s off of a produce truck or out a can off the shelf,” Larry said. “Buy quality product that will last and keep your customer’s happy.”

Larry has always been a big supporter of Kleen-Rite and was happy when they finally built a warehouse in Grand Prairie, Texas. Larry says he’s in the warehouse almost every week!



Coppel (kah-PELL) is a city in the northwest corner of Dallas County in the U.S. state of Texas. It is a suburb of Dallas and a bedroom community in the Dallas–Fort Worth metroplex. With a population of 40,678 of mostly residential neighborhoods, the area has a good number of potential car wash customers.



One Stop Vac Shop!



CENTRAL VACUUMS

JE Adams is your one stop for all things vacuum in the car wash industry!

Not only do we have traditional vacs but we also offer

CENTRAL VACUUM

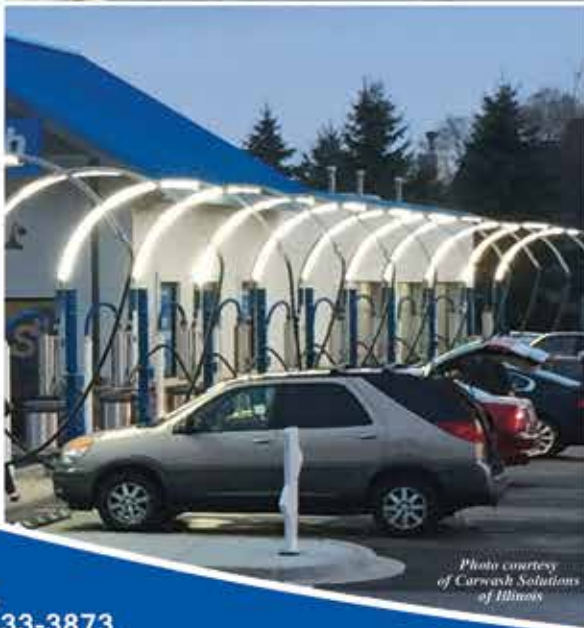
systems, stanchions with swivel booms or fixed booms and vacuums that will mount to all stanchions!

When quality, affordability and great service matter, go with JE Adams!

- Available in Dual Arch, Single Arch and No Arch stanchions.
- Rectangle and V-Shape Canopies available.
- LED light kits available in 4ft or 8ft lengths.
- Includes stainless steel pre-collector, mat rack and trash collector.
- Stainless Steel, Red, Blue, Yellow or Green powder coat finish.

For more information on our professional car wash vacuums and accessories, contact Kleen-Rite - 800-233-3873.

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



SHOP NOW!

NEW. PLATINUM. Emperor.



- Nickel-plated, Stainless Steel Manifold
- Run-Dry / High Temp
- Nickel-plated Crankcase
- Perfect For Self-Serve / Prep Applications

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MORE THAN A PUMP.

Ask for General Pump's Emperor Series

SHIELD X

BODY/GLASS PROTECTANT

SHOP NOW!



SHIELD X

BODY/GLASS PROTECTANT

Specifically designed as a full service protectant that can be used under high pressure as well as low pressure.

Protects and leaves a great shine with a pleasant, bubble gum fragrance.

20% OFF
This Month Only!



5 Gallons **NAP5310** Regularly: \$88.25 **\$70.60** 30 Gallons **NAD30310** Regularly: \$437.25 **\$349.80**

WATER BEADING REPELLENT

**For professional car wash applications.*