

THE KLEEN-SCENE

THE OFFICIAL NEWSLETTER OF KLEEN-RITE CORP.

ISSUE NO. 4 JANUARY 2006

**THE BEST
FOR LESS!**

Hurricane

A Car Wash Owners Story

Second Annual
Kleen-Rite
EXPO

Q&A
Spray Tips

Fighting Theft
At Unattended Car Washes

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INSIDE!**



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REMINDER:

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(BOOTH #3007)
AT THE ICA SHOW,
MARCH 13TH-15TH

CAUTION!
ICY/SLIPPERY
CONDITIONS
MAY BE PRESENT!

LIGHTING



TOWELS



SHAMPOO



Lowe's Motor Speedway at dusk.



Kleen-Rite meets and greets attendees

NEW ITEMS

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118 Volt, 60 Hertz, 220 Watts

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- Tough ABS-coated handle
- Sanded, steel ball bearings and needle bearings
- Ecofriendly
- Long-life carbon brushes
- Sturdy high-torque motor with integral metal cooling fan
- Wash balanced, ergonomic design
- Full "wet" cycle gears



CY80010



SECWA Report

The Southeastern Car Wash Association's 49th Annual 2006 Fall Membership Meeting and EXPO was held at the Charlotte Convention Center in Charlotte, North Carolina from October 8th through the 11th, with a total attendance of 716 show-goers. At 7 a.m. on Sunday, the day began with a Plant Presidents' and members' Breakfast, and First Officers' Breakfast for everyone in the industry. After the 9-hour morning devotion, SECWA President Richard [Name] gave his opening address, followed by an ICA presentation, speaker John A. Delves. Prior to exhibits officially opening at 11:15 a.m. until 5 p.m., attendees were whisked to the Lowe's Motor Speedway, where they rode in pace cars at 100 mph a couple of laps around the track, and the chance to be a tire change

or and race against the clock, and enjoyed a delicious dinner inside the clubhouse.

Breakfast began on Monday at 7:30, with exhibits opening at 8 a.m. A Car Wash Lunch and Tour of local car washes followed the three-hour exhibition. Upon returning to the hotel, there was a Winner's Circle Reception and Awards Banquet.

The 50th Annual 2006 Spring Membership Meeting and EXPO will be held in the Francis Marion Hotel in the historic district of Charleston, South Carolina from March 28th through the 31st. The 50th Annual 2006 Fall Membership Meeting and EXPO will be hosted in Kentucky International Convention Center in Louisville, KY from September 9th through the 12th. For information, call SECWA at (800) 834-3333.

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- 1 WEEP MIZER T10100
- 4 BREAK AWAY GUN FITTING GU506B
- 3 GAL WINTER SPOT REMOVER VSK905
- 2 DANFOSS VALVES DF06LC
- 1 CASE STP ALL SEASON WATER REMOVER STP65191
- 1 EMPEROR PUMP GPHTS22155

VENDING



FOAM BRUSHES



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1 FREE CASE
of
MAGIC WAND
Disposable Cleaning Pads
and
1 FREE VENDER DECAL

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DISPOSABLE CLEANING PADS

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PLATE 12
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Steve
Lexcorp Carwashes

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KLEEN-RITE EXPO

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FREE SHIPPING



We are offering Free Shipping
to you on any order placed throughout
the month of February 2006.

Simply reference Kleen-Scene Offer #4 to your
order taker to receive free shipping on your next
order to anywhere in the continental U.S.

OFFER GOOD ON ONE ORDER ONLY!

Offer Valid Until February 28, 2006

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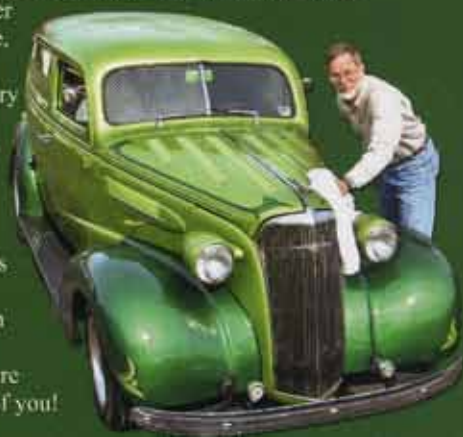
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On The Cover

This issue we feature Bill Bower of Manheim, PA and his 1937 Chevy Sedan Delivery, which he has owned for 9 years now. (350 Chevy engine & Transmission, Heald's Mustang II front suspension, Paint job 33 years old)

Bill is a retired Certified Public Accountant who enjoys collecting classic cars. Some of his other cars include: a 1961 Corvette, 1953 Henry J, 1959 Morris Minor with rotary engine. A member of the Vagabond Car Club, He and his wife Kathy enjoy attending car shows.

We ran into Bill while he was showing his Sedan at the Cruisin' the Square Manheim Car Show this past fall and instantly knew we had to share this unique vehicle with all of you!



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PAD PERFECT™ & TIRE SHINER™ DELIVERS

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- Controls cost



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AND ROLLOVERS**

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"THE DETAILER'S CHOICE"

KLEEN-RITE

SECOND ANNUAL

EXPO: A Successful Event!



We just finished wrapping up our 2nd Annual Kleen-Rite "Learn More, Earn More" Informational Expo and Training Seminar Day and boy, I'll tell ya, we couldn't have been happier with the way the entire day went. We had a lot more manufacturers this year than last year with a total of over 65 manufacturer booths. We were glad to see all the manufactures we had last year as well as many first timers such as Proto-Vest, Hydro-Spray, 10 Lives Industries, Extrutech Plastics Inc., Dralco Inc., Scentsational Scents, JenRay, United Receptacle, Keystone Scent Company, Air Logic, Versa-Matic Pumps and Universal Brush.



Operators lined up to register early.

Rick Diehl instructs on the Turbo Wash DVR Security Camera System.

Marc Pyslecek describes the inner workings of the new Emperor pumps for General Pump.

By the time the doors officially opened at 9am, carwash operators were already lined up and waiting at the registration desk. We were happy to welcome over 450 operators to our event that day. Upon registering, every carwash owner who walked through the door, received a free case of Magic Wand Cleaning pads and a vender decal courtesy of Cal Yunkun of North American Oil Company.



The Dining area was packed for the lunch hour buffet.

A jam-packed schedule of training seminars took place throughout the day. Registered attendees were encouraged to vote for the companies with whom they most wanted to have training seminars. The top 10 companies to receive the most votes were selected to host their own hour long training seminar on their particular

products. We were happy to see that TurboWash DVR Security System's seminar was standing room only. Hosted by Rick Diehl, TurboWash President, the interest in video surveillance security was one of the top inquiries of the day. Other seminars of note were Dixmor Timers, Cat Pumps, J.E. Adams, Flojet Pumps, and the Dog Wash Package.

Once again operators were invited to sign up and take part in a complete tour of the entire Kleen-Rite operation, including our very own car wash and to see first hand how we have successfully integrated the Dog Wash into a pre-existing car wash facility. Operators signed up in the morning for the various tour hours, which took place throughout the day and were loaded onto a



Universal Brush explaining the features to look for in factory brushes



Demo Engineering showing the new MixRite Panel.

vintage styled trolley car. The Kleen-Rite tours have become so popular that we had a tough time accommodating everyone, making us rethink our plans for next year's tours and how we can accommodate everyone comfortably.

(Continued)

DOG WASH

CLEANING YOUR PET HAS NEVER BEEN EASIER!

INCREASE TRAFFIC AT YOUR LOCATION!



DOG WASH PET VENDING Increase Profits Even More!



Convenient, Easy-To-Use

Wipes & Mitts

- Resealable Package
- Provide Value & Convenience
- Increase Profits

Antibacterial Wash Mitts

Dental Wipes

Ear Wipes

Eye Wipes

Dog Treats

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Nylabone® Chew Bones

Drying Towels

Terry Cloth Towels

MicroFiber Towels

Dogwash Vending Decal
Overlays Available

PTW128

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Oatmeal
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PTW201

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PTW230

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PTW232

Tearless
Shampoo



PTW200

Conditioner



PTW202

Flea & Tick



PTW231



The Kleen-Pet™ Self Serve Pet Wash is equipped with a stainless steel coin meter and rotary switch. The coin meter accepts tokens or coins. The rotary switch allows the pet owner to select a variety of grooming activities such as shampoo, rinse, condition and a flea and tick treatment. A soothing dryer option is also provided. The easy non-slip ramp invites the pet into the tub: The waist high tub provides the owner with comfortable access to their pet.

**Bill Acceptor Coin Box
with Readout Timer comes Standard!**

You say just don't have the room to spare to put in your dog wash unit?

Well that's where the Kleen-Pet Modular Building solves the problem. The Modular Pet Wash Building is delivered to your location completely assembled, wired, and ready to go. This first class heavy duty comes fully equipped,



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Ted Finch discusses the features of J.E. Adams Vacuums.

Funny Car brought in by Hanel Mfg.

Proto-Vest Inc.

Proto-Vest is a new addition to the Expo.

Rod Kraft at the Meguiar's Test.

Conducting the door prize drawings.

(Kleen-Rite Expo Continued)

This year we decided to make a free buffet style breakfast available all morning in the dining area of the show floor, in addition to the free lunch buffet open all afternoon. Operators were invited to feast and satisfy their appetites the entire day with a combination of hot and cold choices.

During the lunch hour we held the first of two door prize give-away drawings. People crowded into the dining area to see if they had won a prize. With as many prizes as we had to give away, the majority of people who stuck around for the second drawing at the end of the day, discovered that they had, indeed, won a prize. The lure of the end-of-the-day big prize drawings, such as the high definition color TV, donated by Simoniz USA, and Kleen-Rite's shopping spree gift certificates, kept people around even after the designated end of the event.



Draize displays their vac stands.

The National Automotive Chemical Team discusses the finer points of car wash chemicals.

All in all, the entire day was a resounding success. We deeply appreciate everyone who came out to spend the day with us and we would like to extend our deepest appreciation to all the manufacturers who made our expo possible. And for those of you who have still not been able to attend, we look forward to seeing you next year!

NEW

Johnny T's™

Air Fresheners

A Fresh Look! T-Shirt Shaped Air Fresheners!

72 Pouch Paks
12 Carded Paks

JTKLP - 12 Piece Assorted Klip Strips



Patriot™
(Vanilla)

Pouch Pak - JT101
Carded -JT701



Bones™
(Ocean Breeze)

Pouch Pak - JT102
Carded -JT702



Rebel™
(Wild Cherry)

Pouch Pak - JT103
Carded -JT703



Bling™
(New Car)

Pouch Pak - JT104
Carded -JT704



Camo™
(Pine)

Pouch Pak - JT105
Carded -JT705



Buddy™
(Peach)

Pouch Pak - JT106
Carded -JT706



Puerto Rico™
(Piña Colada)

Pouch Pak - JT107
Carded -JT707



Hippie™
(Spiced Berry)

Pouch Pak - JT108
Carded -JT7058



Sexy™
(Strawberry)

Pouch Pak - JT109
Carded -JT709

**Vending Overlay Decals Available For Each!
Because Everyone Has Their Favorite T-Shirt!**



LP122/LP123
35 GPM @ 1300 PSI @ 800 RPM

P56W
6.1 GPM @ 1900 PSI @ 1420 RPM



Accumulator
12 GPM @ 3000 PSI



Shut-off Guns
10 GPM @ 5000 PSI @ 300°F



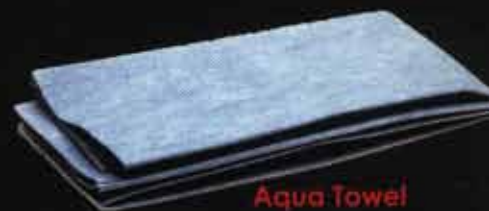
Moistwipe



Turbo Nozzles



22900 Series
Unloaders/Regulators



Aqua Towel



Super Towel

Higher Quality **Longer Life**

**PERFORMANCE
UNDER
PRESSURE**
GIANT

GIANT

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Hurricane: A Fellow Car Wash Owner's Story.



Back of wash bays at carwash in Bridge City.

Hurricane season. It requires provisions and planning for "another close call." Sept. 24th 2005 changed our definition to "close encounter and the devastating aftermath."

As we watched Hurricane Ritas' projected path zero in on our Golden Triangle of Southeast Texas, our worst fears quickly became our reality. Hours upon hours of sustained 100 mile per hour plus wind created a tornadic effect. The beautiful trees our area's known for were

I felt a personal blow so painful that I have yet to be able to return there...

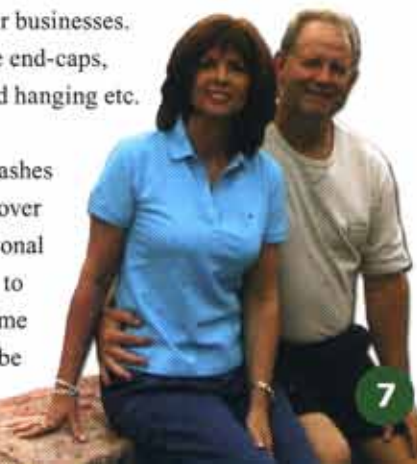
Margi Verde

ravaged. Not to mention homes and businesses. All four of our properties were damaged but the real nightmare began when we crossed the state line back to Orange, Texas and found both of our carwashes destroyed. Our roofs, mansards and vacuum bay sheds etc...were scattered blocks away from our businesses. Brick walls separated from the end-caps, lighting gone, wires ripped and hanging etc.

As we viewed our two car washes that we so painstakingly built over the last nine years, I felt a personal blow so painful that I have yet to be able to return there until some resemblance of normality can be achieved.



Front view of Bridge City Car wash showing sign and the power pole leaning over.



Side view of West Orange vac bay area where vac shed is totally blown away.



Family from out-of-state have come to help build our businesses. To see the work and sacrifice of all our efforts was more than heart-breaking. It has been a tremendous undertaking to even consider the rebuilding.

**People left and didn't return.
The future is truly uncertain.**

Margi Verde

Getting materials and quality labor is going to be a challenge. Most heartbreaking is the slow solemn realization that our landscaping has forever changed. People left and didn't return. The future is truly uncertain.

8x10 storage bldg. in West Orange blown over on its side.



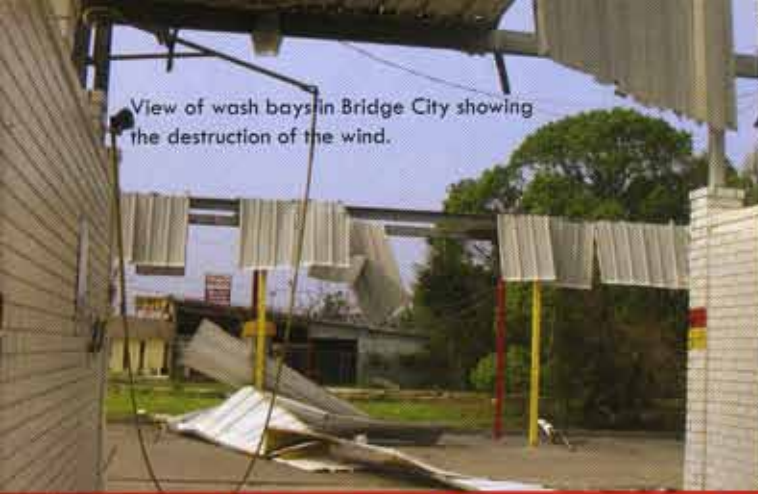
The bldg. structure in Bridge City wash bays mangled with wire and metal.



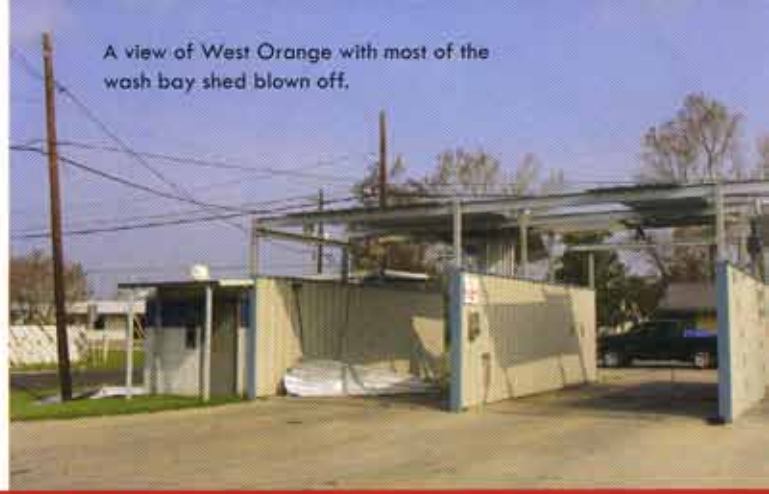
The vac bay shed in Bridge City ripped apart with metal laying in the ditches below.



View of wash bays in Bridge City showing the destruction of the wind.



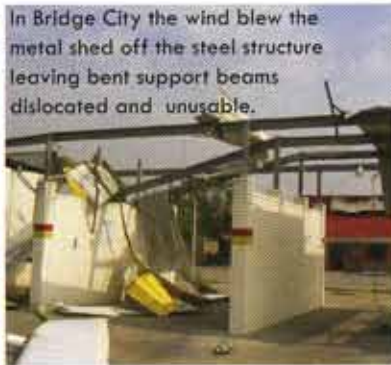
A view of West Orange with most of the wash bay shed blown off.



This is where our brothers in business came in.



West Orange fragrance machine ripped off pole and laying in neighbors yard.



In Bridge City the wind blew the metal shed off the steel structure leaving bent support beams dislocated and unusable.

This is where our brothers in business came in. Thank goodness we have connections with such caring and helpful distributors that truly see our plight. They have given us encouragement and even personal support. Behind great businesses are great people. You find strength through your challenges because of their concern and caring. We want to thank Kleen-Rite Corp. for their priceless personal support to us as we enter a new business chapter. Please remember us all along the gulf coast as we struggle to rebuild. God bless us every one in 2006.

Jay and Margi Verde

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LEATHER CHAMOIS SPONGE



144 per case

Foam sponge encased in Leather Chamois

- Great for application and removal of waxes!
- Great for touch ups and drying!
- Does window interiors well!

RWSPONGE

MICROFIBER VENDING TOWEL

16" X 12"



100 per case

***Detail Towels also available in other sizes and colors.*

- Non-abrasive and lint-free!
- Dry an entire car with one towel!
- Eliminate swirls and scratches!

RWMF1612

POW!

**SILENCING
PACKAGE
AVAILABLE**



Windshear Inbay

***It's compact!
It's touch-free!
It has two 25 hp-motors!
It has shorter drive-thru time!
It's Proto-Vest and Kleen-Rite teaming up to give
you the best in drying equipment. Call today!***

Proto-Vest[®] Inc. **Over 25 Years Quality Built**

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Here Comes . . .

THE NEW \$10 BILL

.. Is Your Operation Ready?

By Rich Mann
Hamilton Manufacturing Corp.

The big news in the field of change machine technology is the upcoming change in the \$10 note. Scheduled to be introduced in the spring of 2006, everyone owning bill acceptors that currently accept \$10 notes will have to go through that dreaded electronic upgrade to be able to accept them.

"In the past decade, digital equipment has become more available to the general public, and as a result, the amount of digitally produced counterfeits has risen. Since 1995, digitally produced counterfeit notes have increased from less than 1 percent of all counterfeits detected in the United States to about 54 percent in 2004."

"The new \$10 note is the latest in the new series for U.S. currency. The new series began with the introduction of the \$20 note on October 9, 2003, and continued with the \$50 note issued on September 28, 2004. The \$100 will be the next denomination to be redesigned after the \$10 note. At this time, the government has no plans to redesign the \$5 note, and the \$1 and \$2 notes will not be redesigned, so this should be the last time you will need to upgrade for quite a while!"

"The new \$10 note features subtle background colors of orange, yellow and red. The words "We the People" have been printed in red in the background to the right of the portrait. Also, small yellow 10s have been printed in the background to the left of the portrait on the face of the note and to the right of the vignette on the back of the note." *

Hamilton will be handling the change by issuing update chips for it's "XE" model bill acceptors. As with the \$20 note upgrade, this can be installed by the operator (if they feel comfortable changing a chip on a circuit board) or you can have the upgrade done by Hamilton or a Hamilton Authorized Service Center. The Hamilton "STA" bill acceptor must be sent to Hamilton or a Hamilton Authorized Service Center for upgrades. Upgrade chips for the models above will be available after November 1, 2005.

Richard R. Mann
National Sales Representative
Hamilton Manufacturing Corporation

 **MOSMATIC**
High Pressure Cleaning Technology

high pressure carwash swivels



Why choose MOSMATIC...

High Quality stainless material is essential in the production of High Quality components.

With quality and service that is second to none, Mosmatic guarantees their customers only the best products at an affordable price.

- ✓ One stop shop
- ✓ High Quality
- ✓ Low maintenance
- ✓ Longevity
- ✓ Stainless steel

Mosmatic specializes in custom designs for OEM application. Contact us and we will help you design the swivel for your application.



New Line of
High Flow Carwash Swivels



The more things change...

the more convenience you offer your customers.



With the ever-increasing amount of coin-op options, you need to provide your customers with several bill and coin changer options to keep them using your services. The new Bill Breaker bill-to-bill and bill-to-bill & coin changers provide the perfect solution. With the addition of the Bill Breaker to our existing line of front- and rear-load changers, Rowe International provides one of the most complete lines of changers available today. Reliability is what counts most when considering bill changers for your locations. And with Rowe International you can trust that the quality and dependability are built into every one we make. **Rowe. World Leaders in Changers.**

NEW Bill Breakers:

- The only changer line that dispenses two different bill and/or coin denominations
- The only dispenser that prints a reconciliation report
- The only changer with a user feedback display
- Reliable Mars bill acceptor and Fujitsu dispenser

For more information about our full line line of bill changers or to place an order, please contact Kleen-Rite Corp at **1-800-233-3873**.





Video Security:

Watching Even When You're Away.

*By Rick Diehl
Turbo Wash DVR*

When I first put my video system in I wanted to know what was happening at my carwash. I didn't have to have it. After all I had operated this self service wash for the last twelve years without video. Whenever I put something new in this wash I want it for my customers and to increase revenue. This time I decided I wanted something for me. It wouldn't necessarily increase revenue since it has no meter box but it was a tool for me to save me time, give me peace of mind, and help protect my investment as well as catch some people doing things they shouldn't. This purchase was not only a want but an ever increasing necessity.

As an operator I am always trying to make my carwash the safest, cleanest and inviting carwash with the lowest amount of equipment malfunction as possible. So the next step was video surveillance.

(Continued on next page)

Why Video Surveillance?

• Protection!

Video helps protect my property, cash, customers and me. The damage caused by thieves is usually worse than the actual cash loss.

• Deterrent!

Just by having cameras at your carwash will deter a lot of the vandals and thieves. They don't like the exposure and hopefully will find another target somewhere else.

• Liability!

Having video will stop the claim that your equipment or automatic failed and/or damaged a car or the slip and fall that didn't happen.

• Equipment Monitoring!

When you get that note or complaint look and see what really happened and fix the problem if it needs to be fixed. Did the bill changer really not work?

• Remote Monitoring!

Look at your carwash from home or office to see what is happening. This is a huge benefit. You do not need to be at the carwash all the time to know if it is working properly, if it is clean or if it's busy. You can see when it was cleaned, if your help is there, was the dumpster emptied or has the lot been plowed. This really saves those "check out the wash" trips. It won't replace being there but it will greatly reduce those trips. It's great peace of mind.

Having video surveillance won't catch or stop all your problems. There will be times when you can't get a plate number or see just how something happened, but you will see most of it and it is an effective tool to help manage your carwash. Once you have it, you will never go without it. You will wonder how you got along without it!

Why Digital Video Recorder (DVR)?

A DVR is computer based whether it is stand alone, embedded, or pc based. It usually runs on Microsoft Windows XP Pro. The DVR should not be used or shared for any other applications. When DVRs were first introduced, they were very expensive compared to a Video Cassette Recorder (VCR). But with the rapid growth in digital technology, DVRs have become affordable and provide better flexibility, quality and stability. The images are much clearer and do not degrade when replayed or reproduced. With a DVR you can search instantaneously any camera by date, time or event. There are no tapes to search through which can be very time consuming and discouraging. Everything is recorded on a hard drive and will continue to record images till the drive is full. It will then loop back through the hard drive, automatically replacing the oldest images first (no tapes to replace). A DVR allows for remote monitoring over a high speed broadband like DSL or cable.



(Continued)

Parker Engineering "Slugbuster" Products Our Promise:

- *Quality Service
- Quality Products
- *Quality Value
- *Quality Built Coin Acceptors

We've built our business on it!



AVAILABLE FROM
KLEEN-RITE CORP.

Several models available in both long and short drop.
Call 1-800-233-3873 for details or to place an order.

What to look for in a DVR.

Decide how many cameras you think you will need. DVRs typically come 4,8,16 and 32 channel (camera) capable and cannot be changed or added to later. Keep in mind the Murphy's Law "No matter how many cameras you have on the system, you will wish you had more". The 16 channel DVR unit is not that much more in cost than the 8 channel DVR unit, so it would be wise to take that into consideration when planning your system.

Recording speed is generally referred to as fps (frames per second). Typically most DVRs come with 30, 60, 120, 240 and 480 fps. A 120 fps on a 16 channel DVR is the common standard today. 120 fps divides out to 7.5 fps per camera which is considered prosecutable and looks good without a lot of chop or jump to it. The higher the fps the more recording space it takes on a hard drive and the cost of the DVR jumps a bit. Look for a DVR that allows you to assign each camera the fps independently.

A great benefit of a DVR is that you can select motion areas to record by means of the software built in the DVR so that it only records when there is motion in the programmed areas. This makes it easier to search your DVR for events and extends disk space storage.

Remote Monitoring can be done in a couple of different ways. One is called client software on the remote computer that allows you to view your cameras live, search your recorded images and control settings on your DVR. The other is to use any computer running Microsoft Internet Explorer hooked to the internet. This will allow you to view cameras and search images. This method makes it possible to be anywhere in the world and be able to see your carwash. You can also view your carwash on a wireless PDA. It is also highly recommended that when using remote monitoring that you have your DVR connected to the internet using a broadband connection (DSL/cable or faster). When using a dial up connection you will only be able to access your DVR with client software and the speed of receiving video is painfully slow. It should be noted that the DVR remote software does not support Apple computers.

Stand Alone vs. PC Based

Stand Alone or Embedded DVRs have the operating system and DVR software embedded on a chip instead of being stored on a hard drive, making them safer from viruses. The down side is that you lose flexibility to upgrade. The PC based is usually much more flexible in the use of menus and use of the DVR.

Cameras

Camera Terms to Know:

- **CCD:** Computer chip that is the imaging device that picks up the image for the camera. There are basically three manufacturers of this chip: Sony, Panasonic and Sharp.



KLOPP®

Money Handling Equipment

Manufacturer of coin handling equipment since 1931

Coin Counters

Processes all U.S. coins and 5 token sizes. Count / wrap / bag all in one machine. Portable metal construction.



Model CE

Currency Counters

Various brands of currency counters w/ counterfeit detection & currency discrimination capabilities.



Model J-710A

Coin Wrapper/Crimper

The NEW Model CR is a electric crimping machine to be used with pre-crimped (shotgun shell) style wrappers. The machine applies a tamper-proof rolled edge so coins can not be removed without evidence of wrapper theft.



Model CR

Coin Counting Scales

The KCS Series Coin Counting Scale is an easy-to-use, highly accurate scale for weighing coins, tokens, US paper currency and tickets. Capacities: 12lbs, 30lbs and 60lbs. 10 Preset keys. Battery operated.



KCS-12

For More Information Please Call

1-800-233-3873

www.kleen-ritecorp.com

- **Day/Night:** This technology refers to the camera being color during the day, and as the conditions get dark, the camera turns to black and white where it can pick up images better than color.
- **Infrared:** Also known as IR. This refers to a camera having infrared LEDs that light up a viewing area for a camera so it can see in total darkness.
- **TV Lines:** This refers to the resolution of the camera. 380 lines and less is considered low resolution. Anything above 400 lines is considered high resolution. Stay with high resolution cameras when you can.
- **Lens Size:** Lens sizes are measured in millimeters, "mm". The smaller the number, the wider the view. The larger the number, the more close up the view (license plate read). The wider the view, the less detail you will see.
- **Voltage:** Most cameras used outside are 12VDC and most indoor cameras use 24VAC. Some cameras can use either.
- **Lux Rating:** Is the term used to rate how well a camera sees in low light. The lower the number, the better the camera will be at night. Try to stay .5 lux or less.
- **Vari-focal Lens:** Is a lens that will let you zoom in or out to your desired view.

COMPLETE CAR CARE



WIPES

6 per case



AR10865

AR10881

AR10831

AR10863

AR10861

PROTECTANT



4 oz. bottle
24 per case

AR13040

10 oz. bottle
12 per case

AR11010

20 Gallon
Drum

AR10820

55 Gallon
Drum

AR10855

VENDING WIPES

3 per pack
100 per case



Touch Up Wipes

AR10903

SPONGE PACKS

100 per case



Protectant

VS10800

Cleaner

AR30800

TIRE FOAM

4 oz. can
12 per case



AR40040

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The carwash environment is a harsh environment for CCTV cameras, so it is necessary to use a camera that can handle these tough conditions. The best all round outdoor camera we have used is the TW2001CIH. This camera has a color Sony CCD day/night w/infrared with 480 TV Lines resolution. It is waterproof with a 4mm lens. It covers a wide area so it does well covering most of a bay and your outside areas. In order to get a license plate number it is necessary to get a close up view. The best way to do this is to find a narrow area where cars pass through. By using a high resolution traditional CCTV camera (TW455) in a protective housing with a varifocal lens (usually a 5-50mm or 6-60mm), you can narrow the view to the width of a car. This will provide a good identifiable picture. Sometimes it may take two or three of these to get what you're looking for. You also need to know that getting a plate read at night is very difficult. The head and tail lights wash out the light for the license plate. There are some cameras out now that will do the job, but so far they still exceed \$2,500. In time this price should come down. Until then, you can try to aim light at the plate area to overcome the washout. It is amazing how many of the problems you want to catch happen in daylight.



So you've decided you want to install a video system. Where do you start?

First, think of what you want to see on video so you can try to determine how many cameras you'll need.

Then decide where you can put your DVR system. Keep in mind this is a computer, so you'll want to protect it the best you can from water, dirt and heat. It needs to have ample air around it so it can cool itself. It should not be put in tight airspace places like a box without venting. The monitor can be any color computer monitor you choose and will need to be within six feet of your DVR unless you buy an extension cable. You will also need a place for a keyboard and mouse. You will want to consider how the cables will be run to your cameras and back to your DVR. This may help determine where you place your DVR. Make sure you have your DVR protected with at least a surge suppressor and a ups power source.

You can install the cable yourself or hire an electrician to do it for you. It really is not that hard. It just takes some time and work. There is only low voltage 12VDC running through this cable. You cannot, however, put this cable in conduit with or next to higher voltage wires like 110v. The higher voltage will interfere with your video signal. The cable is called Siamese because it has both a RG59 co-ax video cable and a pair of 18 gauge power wires for your camera wrapped in a PVC jacket. This makes installing cable easier because you only have to pull one cable for the camera. This cable can be put in or out of a conduit. The video connectors you will put on each end of the co-ax cable are called BNC connectors. These are twist on type and care needs to be taken when installing these, because if done wrong you will not get a video signal. This seems to be the one area that gives operators the

most problems. To do this you will need a co-ax stripper tool. You may already have one or you can get one from any Radio Shack, hardware store or Kleen-rite. In the front of your DVR manual from Kleen-rite, there is a page illustrating how to assemble this connector to the cable. Make sure that when installing this connector, you do not let any of the outer copper braid touch the center copper wire, this will short out your signal and leave you with the blue video signal loss screen. Do not over tighten the connector when twisting on.

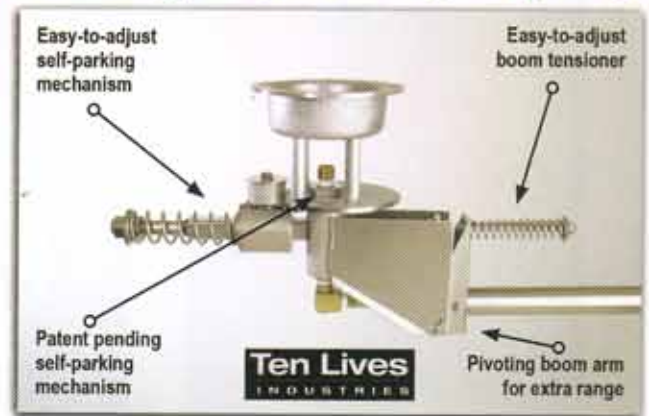
You will need to hang/install the 12VDC power supply box that will power your cameras. This should be close to your DVR so you can split your Siamese cable with the pair of wires going to the power supply and the co-ax video to the DVR.

With cameras hung, cable run, DRV plugged in and connected to cameras, you are ready to go. Turn it on and start to learn and experiment with your DVR software. You will be amazed to see what you've been missing.

There are many different ideas and ways to accomplish your video needs. You can be very creative if you choose. Kleen-rite has a very good selection of DVRs, cameras and accessories and has access to about anything you would want or need.

*Rick Diehl
President
Turbo Wash DVR*

The Boom That Always Returns Home



The Self-Parking "Home Run" Boom is manufactured from high-quality stainless steel to ensure long life and optimum performance.

It's self lubricating bearing ensures ease of care and simple maintenance.

HOME RUN BOOM

Clean Up!

The Champ
Really Cleans Up
Body Towel

Strong & Thirsty JUMBO SIZE

- Detailing & Body Drying
- Cleans Windows & Glass
- Buffing, Polishing, Waxing

50c
QUARTERS ONLY

COIN RETURN

- Soft, Thick & Bulky
- Super Absorbent
- Non-Abrasive
- Low Lint

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THIS MACHINE IS EMPTIED DAILY

Made With Pride In The USA

ALL PURPOSE GLASS CLEANER

WET TOWEL
Performance In A Pouch!

ONE STEP CLEANING SOLUTION

- Handy and disposable
- Glass and surface cleaner
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COIN RETURN

- Wipe windows and mirrors sparkling clean
- Remove fingerprints and reduce glare
- Clean film and road grime from headlights
- Refresh and deodorize interior surfaces
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THE WORLD'S STRONGEST
ATLAS WIPES

Dry Towel

High Performance XTRA LARGE

- Body Drying
- Exterior Trim & Wheels
- Cleans Windows & Glass
- Interior Spot Cleaning

75c
QUARTERS ONLY

COIN RETURN

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- Durable For Reuse
- Wipes Dry

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THIS MACHINE IS EMPTIED DAILY

FREE DECALS For All Products!

Buy a new vending machine plus a case of MDI product and get a 2nd case of the same product for FREE!



FIGHTING THEFT

at Unattended Car Washes:

SOME SUGGESTIONS

Cheating a change machine by manipulating coins or paper currency has been with us since the beginning. The early bill acceptor technology, as used by National Rejecter Inc. (NRI), never anticipated the copy machine, which compromised the then available bill acceptor technology. As the methods of cheating were (and still are) discovered and addressed by improved technologies and component design, the thieves also kept refining their methods and the chase has continued ever since.

Now that technology has come close to completely preventing cheating electronic acceptance devices, thieves are using other methods of theft. Below are some of the methods used to defeat the integrity of change machines and some suggestions for increasing your security.

• Stringing

All bill acceptor manufacturers have been fighting this method for many years. Fortunately, this type of theft has been slowed by continued development of new and improved bill acceptor designs. The best preventive measure is to be sure you have the most recent bill acceptor model for your equipment.

• Bill Acceptor Penetration

Heavy metal nose covers made from stainless steel are available from some manufacturers. This modification has a restricted opening for the bill and helps prevent the penetration of the tools normally used. The drawback is that it is harder for the customer to insert the bill. In areas where this type of theft occurs, bill acceptors made of plastic may not be the best option.

• Cutting it Open

Thicker stainless cabinets may take longer to penetrate but can admittedly be compromised by portable plasma cutters and other types of machine tools. A method of alarming the changer to sense the heat of a cutting torch is to glue Styrofoam to the inside of the face of the changer and install a smoke detector inside the cabinet. The heat from a cutting torch will make the Styrofoam smoke and set off the smoke alarm.

• Changer Pullout

Using a truck or heavy equipment, changers are being pulled out of walls. There are also incidents of thieves running into walls with stolen vehicles to knock the changer loose. Anchoring the cabinet to the wall may result (and has) on bringing the wall down. Consider installing shock sensors as part of your alarm system and mount one inside the changer cabinet to sense this type of attack.

• An Attack from the Rear

This allows concealment while the thief works on penetrating the rear of the cabinet. The simple solution is to alarm the equipment room door and to place motion detectors and/or pressure sensitive floor mats in strategic areas.

*Richard R. Mann
National Sales Representative
Hamilton Manufacturing Corporation*

JUST GREAT

FROM

Car-Freshener

NEW!

DRAGON 6 PACK

Green Dragon
Musk

ED12663

Red Dragon
Spice

ED12664



FUP FLOPS 6 PACK

Palm Tree
Musk

ED12663

Flower
Spice

ED12664



ANIMAL RIDERZ 6 PACK

Surfer

ED50401

Skateboarder

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FLAMIN' SCENTS

Masculine
Cologne
Scent



6 Pack
Carded

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Klip-Strip

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Scent



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Carded

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Sparkling
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Fragrance



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Carded

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Klip-Strip

ED12676K



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**LOWEST PRICES IN
THE INDUSTRY!**

NEW SCENTS!



BRAND NEW!

"LITTLE TREES" IN A CAN!

***ALSO AVAILABLE WITH HANG TAGS**



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GREAT VENDING PRODUCTS

GREAT PRICES!

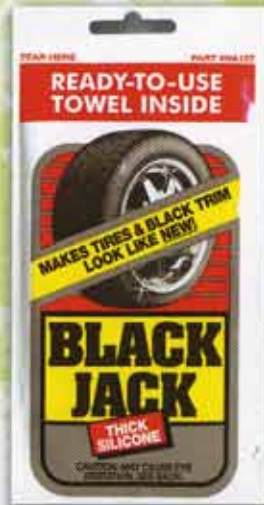


24 PER BOX

VSNA25

100 PER BOX

VSNA25C



100 PER BOX

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VSNA27

100 PER BOX

VSNA27C



24 PER BOX

VSNA17

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VSNA17C

Just 4 Leather
Cleaner

100 PER BOX

VSNA18C



24 PER BOX

VSNA28

100 PER BOX

VSNA28C



100 PER BOX

VSNA19C



North American
OIL COMPANY

THE KLEEN★TEAM

Marlene Dempsey

Order Taker

Marlene has been an employee of Kleen-Rite since 1985 and this year marks her 20th anniversary with the company. She started by balancing the checkbook and cleaning the file cabinets and later moved up to taking orders and shipping & receiving, which was all done by hand back then. Marlene has done practically everything there is to do here from balancing the checkbook to supervisor of customer service. Now Marlene is back to doing what she loves most, which is taking orders from customers.

She lives in Lancaster, PA with her husband of 18 years, Earl and their dachshund, Brutus. She has 3 married daughters (Karen, Shelley, and Kris) and 7 grandchildren. She enjoys spending time at Stone Harbor, NJ and being with family.

All of us here at Kleen-Rite want to thank Marlene for her 20 years of service and for helping build the company into what it is today.



GET MORE **BANG** FOR YOUR BUCKS

AVAILABLE FROM **KLEEN-RITE CORP.**
800-233-3783

All American XXL White Towel

200/Case

VS208



Free Decal
VE0164

All American XXL Blue Towel

200/Case

VS207



Free Decal
VE0163

The All American Towel From Quick Dry®

All American White Towel

200/Case

VS206

Free Decal
VE0162



All American Blue Towel

200/Case

VS205

Free Decal
VE0161



KLEEN-RITE CORP.

YOUR RELIABLE SUPPLIER FOR THE CAR WASH INDUSTRY

EQUIPMENT



**HIGH
PRESSURE
PUMP STAND**

**CALL FOR
PRICES!**

**LOW PRESSURE
SYSTEM**



**CALL FOR
PRICES!**

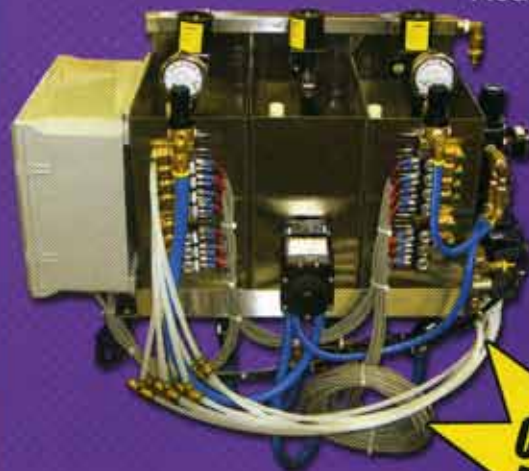
**TOLL FREE ORDER LINE
1-800-233-3873**

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TRIPLE FOAM UNIT

Fully Assembled
Ready-To-Go Unit



**CALL FOR
PRICES!**

**TOLL FREE ORDER LINE
1-800-233-3873**

GOOD YEAR

GOOD-YEAR HOSE



✓ Buy It in Bulk!

✓ Buy It in Reels!

Available in Assemblies Too!

Line em' Up!

Maintaining a Consistent Detail Customer Base

By Harry Arseniu

STOP Losing Business Do To Seasonal Changes

Most detail businesses slow down through the winter or seasonal changes. One way to offset changes is to offer incentive specials to help make it through slower months. There are two ways to approach this challenge.

1. One way is to advertise some problems associated with seasonal transition. For example, in the northern part of the country it would be helpful to your customers to understand why they need to keep the salt off of their vehicles.
2. The second way is to make an irresistible offer to open the doors to more business.

Are You Learning From Your Customer?

Find out what is important to the customers, who are doing business with you right now. Have your staff ask the customer questions as to what are their primary concerns are. This can be accomplished while your staff greets the customer while dropping off their vehicle. Find out what is important to customers who are doing business with you right now.

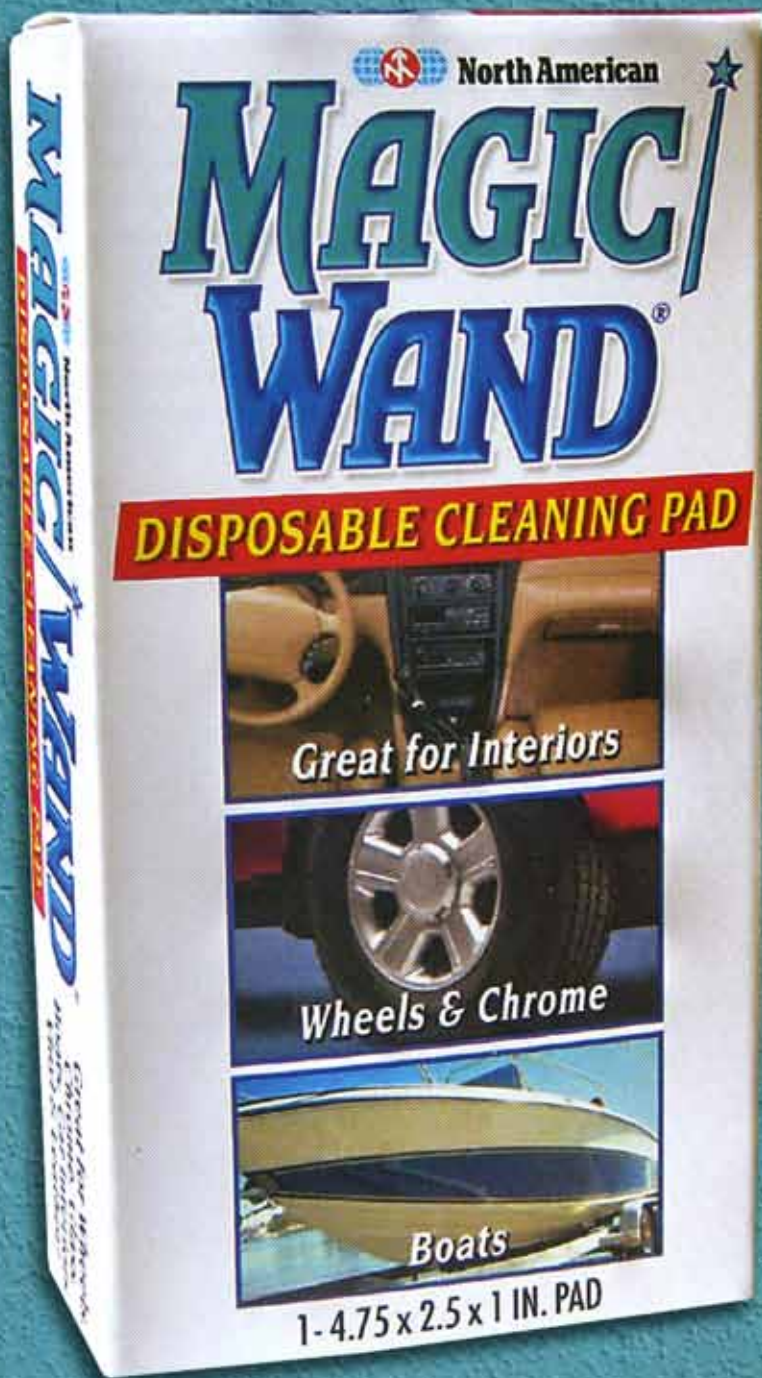
For example, maybe you will find that even though most of your customers are not getting their vehicles detailed, the ones that still do are concerned with keeping the inside cleaned due to the fact that they use their car for business.

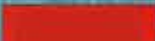
Use your information to advertising to other customers with similar needs.

(Continued)



 North American
OIL COMPANY



Case of 48 - VSNA131 

Free Decal - DEV131 

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KLEEN-RITE CORP.

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**MAGIC
WAND**

DISPOSABLE CLEANING PADS

**CLEANS
LIKE
NOTHING
YOU'VE
EVER
SEEN
BEFORE!**

Universal Brush

MANUFACTURING COMPANY

"Over 60 Years of Quality Brush Manufacturing"

(Line em' Up - Continued)

Overwhelm Them With Great Customer Service

Use this slow period to direct mail your existing customers. Now is a great time to catch up on your customer service while at the same time attracting some new business.

Create a letter or a simple post card to thank your customer for their business. This sets the stage toward increased customer service.

Take small steps to accomplish your mailing. Break your list down to small sections. Instead of mailing hundreds at a time, mail what you can and sign each letter or card to let your customer know you appreciate his or her business.



Irresistible Offer

For a new detailing business or locations that experience large shifts in business at this time of year, gear up all your advertising to include a great offer. Your customers may be struggling with the price of fuel or changes with their income. Give them a deal they can not pass up. A few things to be careful of are as follows:

1. Apply a time limit and stand by it. If the offer expires 2/15/06 make it clear. Highlight if you have to.
2. Watch how much you reduce your price. You need to make an irresistible offer but, do not cut your profit too far. Before you advertise your offer, run through the numbers. You need to still maintain a profit above all.
3. Use an offer that has the highest dollar volume you can.

Test this offer in your shop before mailing it out. Take a few days in your shop; offer a different special each day to check which one creates the most business with a profit. Make the offer "Today's Special". This way you'll have a good idea how to proceed, for both your customers and your business.

Harry Arseniu
Regional Sales Representative
National Automotive Chemical.



**Rubber Head
Hogs Hair**

FO198PH **\$25.50**



**Aluminum Casting
Hogs Hair**

FO195AH **\$25.99**



**Round
Hogs Hair**

FORNDH **\$34.99**



**Tampico
Spoke Brush**

FO1000 **\$3.25**



**Nylon
Spoke Brush**

FO1001 **\$2.49**



**Round
Upholstery Brush**

FO901 **\$8.99**



**Wheel
Applicator Brush**

FO1105 **\$7.99**



**Triple Surface
Hog w/Sides**

FO1800 **\$45.99**



**10" Hogs Hair
Truck Brush**

FO330 **\$24.99**



HAMEL
MANUFACTURING
 From Our car Wash family, To Yours.



Tri-Foam Guns



Mat Clamps



Vac Dirt Canister



Flex Wands™



Water Vending Building

Pure Drinking Water Is The Basis Of All Life!



- High profit potential
- Low startup costs
- Quick return on investment
- Very high profit margin
- Lower maintenance and equipment repair
- Water vending industry is growing 10% per year
- Unattended business
- People need 2.5 Quarts a day to maintain good health

What are the Advantages?

- Allow people using the dispenser to get out of the elements
- All equipment is installed ready to run
- Equipment has capacity to grow with you (Room for extra storage tanks)
- State of the art R/O filter, UV filters, transfer pumps
- Stainless steel dispensers with dollar bill acceptors, coin acceptors, easy fill buttons.
- A convenient drop down shelf holds water container.
- Fully insulated building with brightly light customer area.
- Marketing and graphics provided as well as product name with no franchise fee.



Pin Ups
BUY 1 GET 1 FREE

When you purchase a single column or three column vending machine. For every 72 "Pin Ups" you purchase, receive 72 additional "Pin Ups" Free!



Desert Bloom
BUY 1 GET 1 FREE

When you purchase a single column or three column vending machine. For every 72 "Desert Blooms" you purchase, receive 72 additional "Desert Blooms" Free!



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

AVAILABLE FROM
KLEEN-RITE CORP.

THE BEST OF TWO WORLDS

The Cobra™ by Hydro-Spray

By Steve Hamm



We've always been told, "You can't have your cake and eat it too." The "cake," for those of us in the car business, is the delivery of a quality wash; one that produces repeat customers. Up until now, the delivery of a quality wash almost always came at the expense of delivery time. Many of the leading chemical manufacturers requested machinery that could offer pauses that would allow soaking time, allowing their products to attack stubborn road dirt and grime. Multiple cycle passes were also introduced to accomplish the same end. Car washes of seven or eight minutes duration were the result and daily throughput suffered.

If our "cake" is quality washes, our "frosting" is the profitability driven by adequate throughput. We count on good numbers on those great washdays to offset the slack times caused by weather and normal periods of inactivity such as overnight hours.

So, if we're going to have our cake and eat it too, we will have to be able to unite the delivery of high quality washes with timely delivery. Hydro-Spray's new Cobra™ Automatic is engineered to deliver this result.

"Quality Is Job One"

The Ford Motor Company had it right when they coined this phrase and it definitely applies to the car wash business. Years of operational experience have demonstrated that profitability is closely tied to repeat business and quality is the primary driver of the customer satisfaction needed to bring motorists back time after time. It is simply not enough to attract a car wash customer for a one-time visit.

It has long been recognized that there are four main factors required to deliver a quality car wash. These factors are:

- **Soft Water**
- **Adequate Water Temperature**
- **Effective Chemicals**
- **Friction**

All four factors are important. A wash process that combines all four will develop the reputation of delivering a quality car wash. The first three factors are entirely dependant on the car wash facility and are required for any car wash system to function correctly. The fourth can be accomplished in a variety of ways and varies widely in the manner in which it is delivered by the equipment that is available to the car wash operator.

The first automatic car wash systems used brushes to provide friction. Although generally effective, this application of friction had two main deficiencies. The first was its inability to reach all the surface of the vehicle. The second was its proclivity to do damage to the vehicle. As a result, high-pressure water spray was introduced to create the friction needed to clean the vehicle, replacing brushes. This method of automatic car washing remains one of the primary processes to this day.

For over 25 years, Hydro-Spray's reputation has been one of providing automatic car wash equipment that delivers quality washes. Its use of rotary, fan-shaped nozzle spray wands, deliver their powerful high pressure to the entire surface of the vehicle. With each sweep, these wands pass over the surface of the vehicle via a different path.

This powerful, sweeping action is crucial to the thorough cleaning of the vehicle. Imagine dishwashing or clothes washing machines without vigorous wash cycles! The Cobra™ brings this same concept to the car wash facility. The rotation of the wands also increases the friction necessary for proper cleaning. *(Continued)*

ideal SHIELD®

NEW! NEW! NEW!

Smoker Stations!



Decorative Bollards!



DON'T FORGET OUR Clearance Bars!



**NEVER PAINT AGAIN!
NEVER PAINT AGAIN!
NEVER PAINT AGAIN!**

Bumper Sleeves!



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

Another crucial factor in the ability of a quality automatic car wash system to deliver quality washes is its ability to be customized to local wash conditions. This feature allows the operator to fine tune the wash process to changing conditions created by seasonal and other factors.

To accomplish this fine-tuning, requires that the wash system have sophisticated and versatile control. The Cobra™ meets this requirement. Its combination of a PLC and PC Based Operating System, allows the operator absolute control over the car washing process. Named PRECISE, the Cobra's operating system is just that; precise. By allowing the operator to structure washes to meet varying conditions, a quality wash can be delivered without wasting water, chemicals, or the customer's time.

Time Is Money

Not wasting the customer's time will certainly add to the perception of quality, provided of course, that a quality wash was delivered. After all, time is money! This is a concept that cannot be overemphasized. As important as it is to not waste the customer's time, however, it is even more crucial to the car wash operator. Time is money!

Quality has been presented first in this discussion to insure that the proper order of importance is recognized. The road to riches will never be paved with poor quality washes no matter how fast they're delivered! But, combine quality washes with timely delivery and an entirely new dynamic is set in motion.

The Cobra™ was specifically engineered to accomplish both quality and speed. It washes both sides of the vehicle a one time, thus cutting cycle time is half. It also is able to combine some function within one cycle to cut delivery time even more. This dramatic reduction in wash delivery time is accomplished with out sacrificing the ability of the operator to maintain complete control over the wash process.

We recently conducted a study in order to demonstrate the difference in the wash delivery times of a variety of car wash equipment systems. Each wash system was timed from the time the signal was given for the vehicle to stop upon entering the bay until the "exit" signal was given. The table below, shows the result of that study.

Brand	Wash Time (Min.)
A	7.98
B	6.87
C	6.68
D	4.92
COBRA™	2.60

HYDRIC-SPRAY

(Continued)

Wash delivery time is just part of the story. What is important to understand is how wash delivery time translates into potential profit for the operator. To demonstrate just how dramatically wash delivery time impacts profits, consider the data listed below: (The potential profit figure is based on a busy 12-hour washday, with 120 minutes deducted for wash loading and customer entrance and exit.)

Brand	Wash Time (Min.)	Price	S / Min.	Potential S
A	7.98	\$7.00	\$0.88/Min	\$528
B	6.87	\$8.00	\$1.16/Min	\$696
C	6.68	\$8.00	\$1.20/Min	\$720
D	4.92	\$8.00	\$1.42/Min	\$852
COBRA™	2.60	\$8.00	\$3.08/Min	\$1,848

These figures speak for themselves, and an obvious conclusion is unmistakable: the choice of automatic car wash equipment does make a difference. A difference in wash quality. A difference in wash delivery time. A difference in potential profits. The Cobra™ by Hydro-Spray is a sound choice. And that is having your cake and eating it too!

*Steve Hamm
National Sales Manager
Hydro Spray International*

TANKLESS GAS WATER HEATERS

**Small to Big Capacity (19,000~199,900Btu/H)
Residential & Commercial Models**

- ENDLESS HOT WATER
- ENERGY SAVING
- SPACE SAVING
- SELF DIAGNOSIS
- ELECTRONICALLY CONTROLLED
- LOW EMISSIONS --- Low NOx
- DIGITAL DISPLAY --- Easy setting
- CIRCULATING FUNCTION

First Tankless Water Heaters Equipped With Oxygen Depletion Safety Device & Film Type Overheat Limiter In U.S.A.



Indoor Model



Outdoor Model

Paloma.

TANKLESS GAS WATER HEATER



FOR MORE INFORMATION:

Paloma Industries, Inc.

2151 Eastman Avenue, Oxnard, CA 93030

Phone: (805) 278-5499

Fax: (805) 278-5468

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Concentrated clear coat sealant with fast dry additive. Provides your customer with not only a wax but also with a drying agent to dry the car faster than before. Formulated with gloss enhancers to provide maximum shine to the car's finish. Clear Coat Plus allows the car to dry faster with less chance of spotting.

AVAILABLE FROM
KLEEN-RITE CORP.



This premium pre-soak attacks road film, brake dust, dirty windows with concentrated cleaning power with the added benefit of a complete tire cleaning detergent built right in. Hi foam appeal with a great citrus scent added. This product can be used with Automatics in the pre-soak cycle to clean both the car and tires in one easy step giving you the edge, with other washes only cleaning the car with just a regular pre-soak.

2 in 1

MEGA-VENDOR

Security Cage

Security structure designed for exterior applications to protect from vandals and the weather. Rear includes perforated steel for breathability. Available in red, blue, or stainless steel.



Stainless Steel - MG90100SS

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Flush Mount Panel

Stainless steel flush panel, accessed from within building only, mounted on a mobile dolly system.

MG90200



Flush Mount Door

Stainless steel flush door, accessed from outside the building, machine secured with in the building, great for washes without the interior space to move the machine around.

MG90400



Stenner Peristaltic Chemical Feed Pumps Since 1957

T44 Series Triple Head Pump



**3 PUMPS
IN ONE**

For Triple Foam Applications

Two models with santoprene® pump tube

- .45 oz./min. per head
- 1.5 oz./min. per head

85 Series Single Head Pump



For detergents, presoaks, polishes, rust inhibitors and wheel cleaners

Three models with santoprene® pump tube

- 45 oz./min. per head
- 1.5 oz./min. per head
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For drying agents, waxes and polymer conditioners

One model with tygothane® (clear) pump tube

- 1.5 oz./min. per head

Why Stenner Pumps?

- Self-priming; won't lose prime; no foot valve assemblies required
- Snap-fit subassemblies allow service without tools
- No water filters required
- Handles pressures up to 100 psi
- Meters accurately at low volumes for hyperconcentrates
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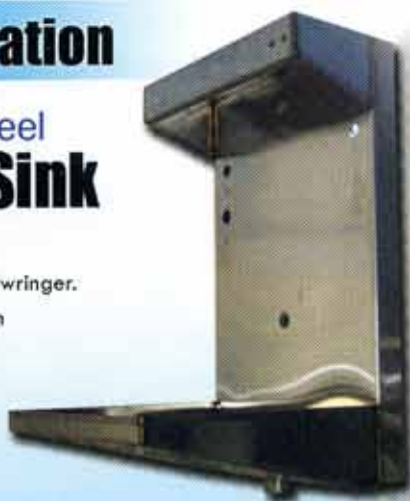
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24" H x 15" W x 16" D

Perfect for mounting handwringer.

Also available push button water package.

HWKRSINK



High Security Safeheads

High security replacement safeheads provide a tab for an American Lock (LO2000).

CBSHPLTAB



Shown here with American Lock

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STS-2

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STS-22



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STS-7

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STS-5

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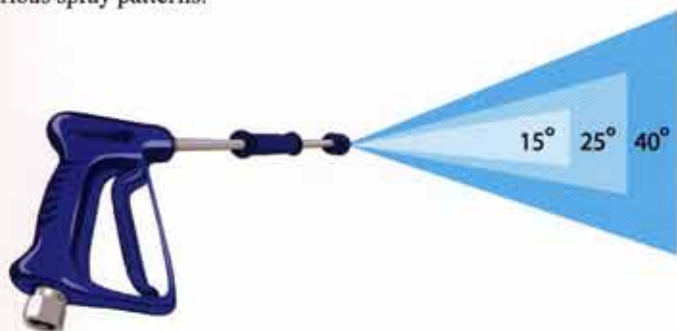
By Mike Lefever, Kleen-Rite Technician

How do I know what spray tip is right for me?

There are two variables in choosing a spray tip: spray pattern and orifice size. The spray pattern represents the angle of the tip's fan (which determines how wide the fan of the spray is), and the orifice size indicates how large the hole in the tip is (which determines flow and pressure). A specific tip is normally indicated as XXYY, where XX is the spray pattern and YY is the orifice size. For example, a 2506 tip has a spray pattern which is 25 degrees wide and a number 6 orifice.

What is a good spray pattern for me to choose?

Choosing a spray pattern for your nozzles is largely a matter of personal preference. Common spray patterns for a self serve car wash are 15, 25, 32, and 40 degrees. The following diagram illustrates these various spray patterns.



Anything smaller than 15 degrees generally doesn't give enough coverage to effectively wash a car in a timely manner, while anything larger than 40 spreads the water too thin and doesn't do a good job of cleaning.

What about determining the correct orifice size?

Orifice size is a bit trickier than spray pattern. The orifice size you choose helps determine the flow and pressure your customer sees in the bay, and making a bad decision on orifice can leave you with dissatisfied customers, and in extreme cases, even cause damage to your pumps.

The first step in choosing your spray tip orifice is deciding what pressure and flow you'd like to operate at. Higher flow makes it feel like the customer is getting a better wash, but the higher the flow, the more water you're using, which raises your expenses. Similarly, customers like having high pressure at the gun when they're washing, but if you go too high, it can be dangerous for your customers, and also can cause increased wear on your pumps. The flow and pressure rating of your pumps also has to be taken into consideration when selecting your spray tip. If you choose a tip with an orifice too large for the model of pump you're using, you won't be able to build enough pressure to give you good cleaning ability.

The chart below shows a variety of orifice sizes and the flow you can expect to get from that orifice the given pressures. The numbers in the interior of the chart are the flow in gallons per minute.

For example, using the highlighted row and column from the chart below, we can see that a #7 Nozzle at 1200 PSI will put out 3.8 gallons per minute.

Nozzle Size	Orifice Diam. (Inches)	40 PSI	100 PSI	250 PSI	500 PSI	600 PSI	700 PSI	800 PSI	1000 PSI	1200 PSI *	1500 PSI	2000 PSI	2500 PSI	3000 PSI	3500 PSI	4000 PSI
2	.034	.20	.32	.50	.71	.77	.80	.89	1.0	1.1	1.2	1.4	1.6	1.7	1.9	2.0
4	.052	.40	.63	1.00	1.40	1.60	1.70	1.80	2.0	2.2	2.5	2.8	3.1	3.5	3.8	4.0
4.5	.055	.45	.71	1.10	1.50	1.70	1.90	2.00	2.2	2.4	2.8	3.0	3.6	3.9	4.3	4.5
5	.057	.50	.79	1.30	1.80	1.90	2.10	2.20	2.5	2.8	3.1	3.6	4.0	4.4	4.7	5.0
5.5	.060	.55	.87	1.40	1.90	2.10	2.30	2.50	2.8	3.0	3.4	3.8	4.4	4.8	5.2	5.5
6	.062	.60	.95	1.50	2.10	2.30	2.50	2.70	3.0	3.2	3.7	4.2	4.8	5.2	5.6	6.0
6.5	.064	.65	1.00	1.70	2.30	2.50	2.70	2.90	3.3	3.6	4.0	4.6	5.2	5.7	6.0	6.5
7 *	.067	.70	1.10	1.80	2.50	2.70	2.90	3.10	3.5	3.8*	4.3	5.0	5.6	6.1	6.6	7.0
7.5	.070	.75	1.20	1.90	2.70	2.90	3.20	3.40	3.8	4.1	4.6	5.3	6.0	6.5	7.0	7.5
8	.072	.80	1.30	2.00	2.80	3.10	3.40	3.60	4.0	4.4	5.0	5.6	6.2	7.0	7.5	8.0
8.5	.074	.85	1.30	2.20	3.00	3.30	3.60	3.80	4.3	4.6	5.3	6.0	6.7	7.4	8.0	8.5
9	.076	.90	1.40	2.30	3.20	3.50	3.80	4.00	4.8	5.0	5.5	6.4	7.1	7.8	8.5	9.0
9.5	.078	.95	1.50	2.40	3.40	3.70	4.00	4.30	4.8	5.2	5.8	6.8	7.6	8.3	9.0	9.5
10	.080	1.00	1.60	2.50	3.50	3.90	4.20	4.50	5.0	5.4	6.1	7.0	8.0	8.7	9.4	10.0
12	.087	1.20	1.90	3.00	4.20	4.60	5.00	5.40	6.0	6.4	7.3	8.4	9.5	10.4	11.2	12.0
15	.094	1.50	2.40	3.80	5.30	5.80	6.40	6.80	7.5	8.2	9.2	10.6	12.0	12.9	14.0	15.0
20	.109	2.00	3.20	5.00	7.10	7.80	8.40	9.00	10.0	10.8	12.2	14.2	16.0	17.4	18.8	20.0
30	1.41	3.00	4.70	7.50	10.60	11.60	12.80	13.60	15.00	16.40	18.40	21.2	24.0	26.0	28.0	30.0
40	1.56	4.00	6.30	10.00	14.20	15.60	16.80	18.00	20.00	21.60	24.40	28.4	32.0	34.8	37.6	40.0



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4 oz.



24 per case

SM400FLAT

Multi-Purpose Cleaner

4 oz.



24 per case

SM500FLAT

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4 oz.



24 per case

SM300FLAT

One Step Polish

4 oz.



100 per case

SM600FLAT

Tire Shine

4 oz.



24 per case

SM200FLAT

Wheel Cleaner

4 oz.



24 per case

SM100FLAT

GLOVE BOX WIPES

Protectant



48 per case

SM875

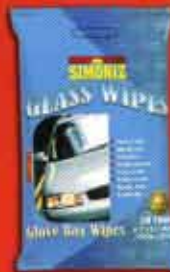
Travel



48 per case

SM850

Glass



48 per case

SM800

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48 per case

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SPOUT PACKS

Tire Shine Gel



100 per case

SM650

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100 per case

SM675

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OPERATOR SPOTLIGHT



Mr. Sparkle Car Wash is proud to announce the opening of their 14th location in West Hartford, Connecticut. John Ferruolo founded Mr. Sparkle in 1965 and today his sons Greg and Paul own many of the locations and run the entire operation. John's first location was a four-bay self serve in Manchester CT. Today the Ferruolo's have expanded the operation to include ten exterior tunnels, nineteen touchless automatics, sixty-five self-service bays and a lot of vacuums. All locations are in the Hartford, Connecticut area.

Over the 40 years of car washing, Mr. Sparkle has remained focused on car washes alone. "We are hands-on operators who have chosen to stick to one business and have tried to do it right." Over the years, Mr. Sparkle has been part of many car washing revolutions and ideas. John had the first self service car wash in Connecticut and probably New England. Although many think that high pressure automatics are a new idea, they have been a mainstay at most Mr. Sparkle locations since the late 1960's. Since the early 70's most Mr. Sparkle locations have included exterior tunnels, self service bays and high pressure automatics. Mr. Sparkle went to all dollar coins in their bays and vacuums in the middle 90's - the first large chain to do so. Paul and Greg were a big part of the Golden Dollar, being invited to both the White House for its unveiling and the United States Mint for the First Strike Event.

Mr. Sparkle is always seeking simple new ways to increase its customer satisfaction and bottom line. Within the last five years Mr. Sparkle has upgraded all of its touchless automatics to include dryers and a low-pressure triple foam option. Recently they have added Simoniz's Tire Shine and Double Bond applications to some of their tunnels and have plans for more. Mr. Sparkle finds these to be great online services that sell very well. The customer response to the extra services has been excellent. These online services have increased the bottom line without adding additional labor.

Over the years, car washing has grown more complex. It has changed dramatically from the first four self-service bays that for 35 cents gave you three minutes of soap, wax and rinse. With today's ever-changing advances in equipment, electronics and soaps, Kleen-Rite has become an ever-important vendor to Mr. Sparkle. One of the goals of Mr. Sparkle is to keep the business easy to run. Kleen-Rite has been an important factor to this goal. Their extensive inventory of almost everything related to car washing and zero lead time on orders has made it possible to rely on them as a key vendor. "Every time we look through the new catalog we find another part that we need."

Mr. Sparkle would like to thank everyone at Kleen-Rite for their attention to customer satisfaction, and wish them great success in the future.



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