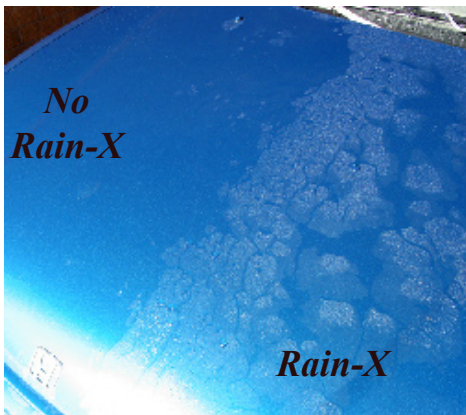


CAR WASH SPOTLIGHT – PROCLEAN AUTOWASH

In January HPWS installed two low pressure foaming systems at a 7 bay car wash in Federal Heights. This site initially had the typical soap, rinse, wax and tire cleaner, all of which came through the high pressure gun nozzle. We added a separate boom for a low pressure gun to each bay, to which was ported the tire cleaner and presoak. This allows product delivery almost immediately, instead of waiting for 10-30 seconds for the product to purge through the line. This time delay in product delivery after the rotary switch has been turned by the customer has been a concern to many owners over the years.

Included in this addition to the facility was a triple color conditioner through the same low pressure gun. To help explain these new features to the customers in the bay, we installed fresh, bilingual strip signs. Each strip selection has a short explanation, along with a graphic to show how the product is delivered – high pressure gun, low pressure gun or foam brush. Concise verbage and large colorful pictures certainly reduce transition time and increase the use of the new products.



HPWS also utilized this opportunity to install a product new to the self service industry for testing. Many of you are familiar with *Rain-X* available from auto parts stores as a windshield treatment, and you may have seen it offered recently at conveyerized tunnel washes around the metro area. HPWS is testing the market for *Rain-X* in the self service industry. This pilot test is being conducted at this facility to gauge product delivery, customer acceptance, and most importantly – income generation.

If you are unfamiliar with *Rain-X*, it is a heavy duty protectant that once applied, creates a strong barrier between a car's surface and the elements. It has a special polymer formulation that creates a water repellent barrier on every surface to which it is applied.

This is a long term water barrier that can last 2 weeks+ as opposed to the standard clearcoat protectants and waxes which are short term prospects. To demonstrate its effects, we sprayed *Rain-X* on one half of a vehicle hood, then rinsed with spot free rinse. The difference is very noticeable. Another benefit is the heavy nationwide advertising of *Rain-X* for everything from sponge paks to wiper blades. We will monitor the *Rain-X* usage and report this summer after a usable amount of data has been accumulated. All enquiries for this or similar types of systems can be made to Tom, Jim B., Jim C., or Tim.

Washing Instructions	
Aquí lavan los instrucciones	
Pre Soak Remojador	Removes Film and Loosens Grime Use this product first!
Tire & Wheel Cleaner Llanta Limpiador	Spray On and Allow to Set Do Not Let Dry or Use On Painted Surfaces
High Pressure Soap Limpiador de Alta Presion	High Pressure Cleaning
Foam Brush Cepillo de Espuma	Rinse brush before applying to a wet vehicle surface Use equipment at your own risk
High Pressure Rinse Enjuague de Alta Presion	Rinse Cycle to Remove Soaps & Cleaners
Triple Foam Conditioner Acondicionador de tres-espumas	Multi-Color Foam for Conditioning Vehicle Surface
Clearcoat Protectant Protección del Brillo	Protects Vehicle Surface and Causes Rinse Water to Bead
Surface Protectant Proteccion de Superficie	rain-x
Spot Free Rinse Enjuague Sin Manchas	Final Rinse Water