



FRAGRANCE MACHINE EXPERIMENT AT ECO EXPRESS



Every car wash owner is always looking for ways to increase revenue and also offer additional services to bring customers on their site. We decided to do an experiment at **Eco Express** by installing a credit card activated Fragrance dispenser at one of our vacuum stations. This is a standard **Fragramatics EVD-3** unit which sprays from a selection of three different fragrances. We

have it set up with an **E-Port** credit card reader at \$1.25 per vend. We decided not to accept cash to eliminate the need for making change and lower maintenance costs.

After about a month online, we did some monitoring on our camera system to see what percentage of people were using the machine. Over a two day period, 97 people parked in either of the spaces adjacent to the machine. Of those 97, 14 used the machine, or 14%. We also observed some people vacuum several spaces away, then see the fragrance machine and reposition their vehicle just to use the machine.

While we don't expect to retire on this income, it does appear to be a relatively quick payback and good investment. If you are looking to add revenue and services, review your site to see if a fragrance machine like this might be appropriate for your wash.

CHEMICAL PRICING

Some car wash owners who purchase their chemicals from local suppliers may have noticed substantial (30-40%) price increases on your chemicals this summer. We are happy to report that our national manufacturers (**CSII/Lustra** and **Diamond Shine**) have not had to do any price increases recently, and expect to maintain current pricing into 2014. If you would like a cost per minute comparison for your self-service wash, or cost per car comparison for your automatic or tunnel wash, please give us a call for a free on-site analysis.

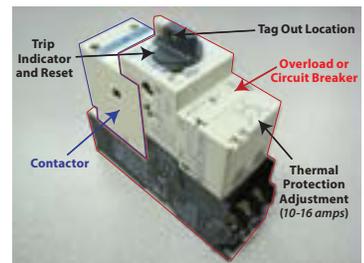
CREDIT CARD BACKUPS

If you have a **WashGear** credit card system, we highly recommend backing up your data daily to a USB drive. This is a simple operation that only takes a few seconds to complete each day. At the top of the **WashGear** menu bar, you can select to back up your data to a drive. Then, if you ever have a system failure, your historical data, fleet card information, and gift card info can be restored easily.

TAG IT OUT

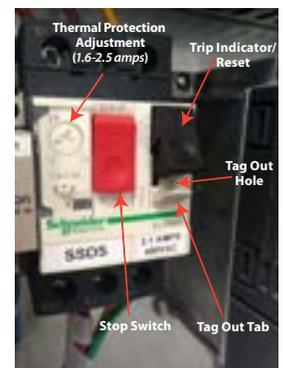
When a pump, brush or drive wheel starts it requires the motor to receive voltage to produce the mechanical energy. In the car wash industry we use motor starters, soft-starts and variable-frequency drives (VFD), aka variable-speed drives (VSD). All three power the motor, and all three have overload protection that can be manually switched off and tagged out. This is important so equipment can be maintained safely.

Locate the motor controls and identify the thermal overload protection switch. The first photo is of a motor control with a combined contactor and overload. If the black knob switch is manually tripped the hole in the knob becomes a tag out position.



When a tag is put on the switch indicating there is service being performed on the equipment there has to be a concerted and directed effort to allow power back to the motor.

The second photo shows an overload protection for a VFD. When the red switch is pushed in, the black switch pops out exposing the tag out hole. This beige hole is physically pulled down to lock the position and a tag is placed through the hole to provide a safe working environment. These same holes can also be used for a lock out procedure if that is required for the site. Electricity is a hidden danger so it is important to follow all additional safety procedures and now a tag out procedure is clearly defined for motor control equipment.



HPWS WILL BE CLOSED MONDAY SEPTEMBER 2, 2013 FOR LABOR DAY!