

DENNIS KOCHEVAR

Somber news also comes from HPWS as our long time electronics technician, Dennis Kochevar, passed away on March 30th. He will be missed and our prayers go to him and his family. Any fellow Ham Radio operators can give him a moment as he was a long time fan of amateur radio at KD0GEH. In lieu of flowers or cards a donation can be made to an injured soldier charity as he was a proud Navy man. We appreciate his military service and time spent with HPWS.

CAR CARE WORLD EXPO

Las Vegas 2015 is going to be a very exciting year for car wash owners that work with HPWS!!! We hope you will plan to be there and visit our booth to see a very exciting set of announcements. This year we are going all out and feel worthy to use the cliché "Game Changer" for our customers. No, we will not tell you now, you will just have to wait for the big unveiling.

Jim Blake, Chris Bateman, Jim Craig, James Trevino, Erik LaPlante, Thomas McDougall, Rich Wells and Shane Wells will all be on the floor this year. We will be working many booths as you would expect; SONNY'S, Jim Coleman, CSI Lustra, DiamondShine and Simoniz.

Remember that members of the ICA receive free passes to the trade show floor and other goodies. Flights and hotels are booking up so make sure you make reservations this week. www.carwash.org has all the information you need. The event opens on Wednesday, April 22nd and finishes on Saturday, April 25th.

CAR WASHES FOR SALE

4-Bay Self-Serve for sale in Aurora. Contact Larry Lundy at 303.596.5530 for more information.

Express Tunnel for sale in Denver metro area. Contact Shane Wells at 303.521.3114 for the direct customer information.

Two compact express tunnels for sale or lease, Contact Shane Wells at 303.521.3114 for the direct customer information.

Car wash with three Self-Serve and two Automatic bays for sale. Contact Shane Wells at 303.521.3114 for more information.

2015 CAR WASHING

Everyone has experienced positive growth this year with the weather cycles, lower gas prices and relative market stability. One of our customers reported and gave us a pass to share the news, that their seven-bay self serve is up 48% during 2015. The intriguing portion—they had a price increase before this sales boom. The start price went from \$2.00 to \$3.00 for the same amount of time and credit cards jumped to a \$5.00 minimum. A 50% price increase resulting in a 48% sales increase is not what most would expect! Every car wash is unique, operating in different markets, so this is only one example where the ownership was willing to test the value presented to the market. Car washing maybe a ton of fun so it has to be an absolute joy when the ROI is there!

SNOW PACK UPDATE

Snow Pack Update by basin, current as % of average:

State Wide: 76%

East: South Platte: 92%, Arkansas, 93%

Central West and North: Colorado 83%, North Platte 81%, Yampa 78%

Southwest: Gunnison 69%, Rio Grande 73%, Dolores 63%

We should all be prepared for the topic of water conservation to be coming up again this year. Educating the public through on-site signage and social media messaging about the ecological benefits of professional car washes is our most cost effective method to champion our cause. If you have any questions or needs in the area of signage or messaging, we are here to help. Give us a call and we can get the word out together!

ELECTRONICS DIAGNOSTICS FEE

Sometimes electronic components are brought in for repair, and after running diagnostics, no fault is found with the unit. To cover this time, we are now charging a diagnostics fee if no repairs are necessary. The rate will be \$50 per hour for full line chemical customers and \$80 per hour for non-soap customers.