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ICA SHOW



The annual Car Wash Show is being held in Las Vegas, NV April 26-28. This is the largest show in the country, featuring some great education sessions, a variety of car wash suppliers, and a chance to network with other car wash operators. HPWS will have a booth there so come visit us! For more information visit <http://www.carwash.org/thecarwashshow/>

MACNEIL EDGE PROGRAM



MacNeil has launched the **MacNeil EDGE™** program for tunnel operators, and has a special savings bundle worth \$60,000 for the ICA show special!

The **MacNeil EDGE™** program is based on three core car wash success principles: Education, Quality and Profitability. The **EDGE** savings bundle includes multiple savings in each category. For example:

EDGE on Profitability includes savings on CleanTouch chemicals:

EDGE on Quality provides custom screen graphics with DRB systems

EDGE on Education offers Free Architectural consultation.

If you are thinking of upgrading your tunnel, this is an amazing opportunity. We have never seen this size of offer made by an OEM at any car wash show! Go to <https://www.macneilwash.com/macneil-edge-savings-bundle/> to see all the savings that are available or you can contact Shane Wells, Jim Blake or Jim Craig.

CAR WASH FOR SALE



This is a well maintained 4-bay self-service car wash with 46 self storage units located at 410 E. Main St. in Florence, Colo. Asking \$650,000. Contact Bruce Schnieder at 719.784.9041 for more details.

HPWS BECOMES A DISTRIBUTOR FOR RUPES



We are happy to announce that we are now distributors for one of the premier companies in detailing equipment – Rupes. They manufacture advanced detailing tools right here in Colorado which we will now be stocking. We will also be offering a detailing class, hosted at their facility in Longmont. The class will be on May 10th at 9:00 a.m. It will cover exterior detailing. If you are interested, please contact Cindi to sign up for the class.

TARIFFS' EFFECT ON CAR WASH

We have received notices from multiple raw material vendors about immediate price increases due to the newly imposed tariffs. They are having the effect of reducing imported steel and increasing the utilization of domestic mills, both of which are feeding substantial cost increases. Stainless steel tubing and fittings will be going up 15-20% effective at the end of this month. OEM's will be feeling this pressure as well. Although they do have some forward contracts on steel, we expect pricing on equipment from all manufacturers to increase due to the tariffs later this spring. If you are considering any equipment upgrades with high metal content, you may want to lock in your price now to capture the savings.



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