

KEEPING YOUR HYDRAULICS IN LINE

There will be that time when a hydraulic line breaks and the emergency action plan goes into place. There are many ways everyone is familiar with to prevent and reduce the havoc caused by a line failure. Although we are familiar with them, now is the time to go through the list and make sure everything is checked off because the busy season is starting and equipment is about to be stressed to its maximum. Stainless steel tubing is a sure way to reduce the amount of fatigue points by running the stainless for as much of the length as possible. The tubing does cost more than hose up front so the long term savings is the place where stainless earns it keep. Down time and customer satisfaction are the areas of biggest concern for lost profits.

A check list with every hose that can be manually inspected on a weekly basis for signs of structural failure or leaks is a must have. This list is not worth anything if the time is not dedicated after hours to replace any potential fail points. This process should be easy to accomplish for a month or two but often becomes a forgotten spread sheet or piece of paper when no failures have happened for a while. To avoid this out of sight, out of mind forgetfulness the hose checking process must be three things; **Simple, Verifiable and Repeatable.**

Simple requires the manual inspection to be able to be accomplished in under 20 minutes or else it becomes "too much work" and will not be done. If this amount of time is not reasonable for the quantity of inspection points then the check list is split into two sections that are easy to distinguish. For example "Equipment Room Lines" and "Bay Lines".

Verifiable requires that although there may be a couple different qualified people to perform the inspection, one person needs to be accountable for making sure the inspections are taking place. In other words, this accountable person needs to spot check the inspections.

Repeatable may seem self evident but this is where the break down usually takes place. In the electronic age it is simple enough to have a reminder pop up on computer or phone that prompts this person to make sure it takes place.

Power packs house the storage place for the hydraulic fluid to cool down and be drawn by the pump into the lines. Inside this tank there is a low level switch that prevents the pump and motor from operating if there is not enough fluid in storage. This is typically the first indicator there is a leak when someone notices the brushes aren't spinning and finds the power pack to be at low levels. A fantastic way to reduce clean up time and loss of fluid is to make sure that there is barely

enough hydraulic fluid in the tank to keep this switch in the up position. That way when there is a leak, only moments pass before the pump shuts down and minimal leakage has occurred.

In order to do this simply operate the equipment during off hours and reduce the amount of fluid in the tank until the low level switch activates. Then add back only enough to make sure the equipment continues operation during both cold and hot fluid temperatures. This is because the fluid expands in volume when heated by normal operation. If this practice is put in place your downtime and clean up will be minimal when a break occurs. Of course, if the other preventive steps are taken then this should be a rare occurrence to begin with.



BETTER TOWELS FOR CHEAPER



Do you vend blue towels in your vendor? If you're using the V4075 **Blu Sham -Large** towels, do you know we also carry a higher quality towel at a lower price? The V86499 **Blue Champ** towels are 20 cents per towel vs 31 cents for the V4075. That's an extra \$22 in profit for every box of **Champ** towels you buy!

HOLIDAY CLOSURES

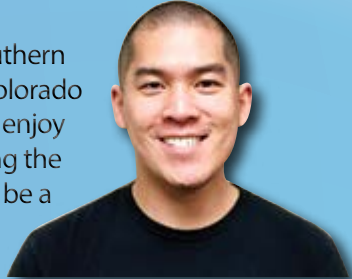
HPWS will close at 12 p.m. on Christmas and New Year's Eve. HPWS will also be closed on Christmas and New Year's Day.

Merry Christmas and Happy New Year!

NEW EMPLOYEES

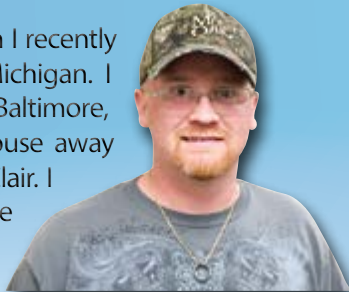
Arthur Lin

I was born and raised in Southern California. I moved out to Colorado to chase the fresh powder. I enjoy snowboarding and exploring the outdoors. I feel fortunate to be a part of the Hi-Performance Wash Systems family.



Kevin Malloch

Hi. My name is Kevin Malloch I recently moved to Colorado from Michigan. I was born and raised in New Baltimore, Michigan. I grew up one house away from the shores of Lake St. Clair. I moved here to Colorado to be with the love of my life, and hope to marry her some day in the future. I love the outdoors, hunting, fishing, hiking, mountain biking, camping, and being around family and friends. Fall and winter are my favorite times of the year. Ya I know kinda crazy to hear but I really do love the winter, snow and all. I have only been here in Colorado for a little over 30 days now and have yet to even touch the surface of what Colorado has to offer. One of the most challenging things for me being here in Colorado is being so far away from my family. This is the first time I have ever lived outside of Michigan. And so far it has been good. Just wish I had some time to take off of work to go back home for the holidays. But there is always next year. Just want to say special thanks to Rich and Shane for hiring me and bringing me into the HPWS family.



COLORADO CAR WASH MEETING



The next SWCA meeting will be held on December 8, 2015 at the Denver Chop House & Brewery which is located at 735 19th Street, Denver, CO from 11:30 a.m. - 1:30 p.m. The cost is \$15 per person, which includes lunch (cash or check at the door). To register go to www.swcarwash.org.

NOVEMBER PRICE INCREASES

SONNY'S - Replacement parts, tunnel equipment; **Spraying Systems** - Spray tips; **Jim Coleman** - Water Wizard replacement parts; **MacNeil** - Tunnel parts; **Fragramatics** - Vac motor parts; **Various Venders** - Poly fittings and tips; **UPS** - Over rate increase of 2 to 4 percent

UPCOMING CLASSES IN DECEMBER

There is one class scheduled in December at HPWS' North facility which is located at 12061 E. Tejon Street, Suite 600, Westminster, CO 80021. For information on this and upcoming classes contact **Cindi Reynolds** at 303.322.2232 or email her at adminassistant@hpws.com. To register for this class go to <http://www.signupgenius.com/go/10c0a49adaa22a5ff2-bigbang>.



HYDROMINDER AND FLOJET SYSTEMS

*Thursday, December 3rd –
Last day to register is Tuesday, December 1st!*



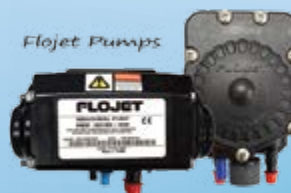
This class covers maintenance, trouble shooting and repair of these systems. Also how to optimize product delivery in the bay through proper adjustment. This class will instruct car wash personnel on how to eliminate chemical waste while increasing the positive customer experience in the bay.

Types of Car Washes Covered:
Self-Serve, Automatic, Tunnel

Who Should Attend:
Employees, Managers, Owners

Duration: 3 Hours

Cost: \$100 for Full-Line Customers, \$250 for a la carte customers.



SONNY'S Car Wash College Management Course

November 2-6 at the SONNY'S Factory in Ft. Lauderdale, FL. Register at www.sonnysdirect.com.