

CITY OF AURORA TAX ISSUE

Recently one of our customers was approached by a representative of the City of Aurora declaring that the City was going to start collecting a tax that had been on its books for years but has never been exercised. He was told to sign a document agreeing to pay this tax going forward that very day or face several years of audits and an audit every quarter going forward. This tax code is subject to interpretation as it was written vaguely and with no specific mention of car washes. The car wash owner deferred signing until this issue could be reviewed by an attorney and accountant.

Our concern is that this could set precedent for car washes in other cities as well. It is understood that city departments speak across borders and this could start a trend. In most areas this would result in several percentage points of revenue being paid in retail sales tax.

An informal meeting is being arranged for the evening of January 6th. The short notice is due to the time table set by the city of Aurora and the need for a consensus on possible approaches to deal with this matter. If you would like more information please call the office and ask for Cindy to stay informed.

BUSY FALL AND WINTER

You may have noticed the last four months have been very busy at HPWS. We finished off the summer installing a new wash with two Water Wizards and three bays of self-serve in Cody, WY, and replacing two Water Wizard 1.0 units with Water Wizard 2.0's in Frisco, CO. This was followed with a flex serve tunnel in Greeley, CO and express tunnel in Gypsum, CO. We are also installing simultaneously, tunnels in Loveland, Colorado Springs and Edwards, CO. We have had all hands on deck, working tons of overtime to support the new installations as well as continuing to service existing customers. Once the dust has settled, we'll begin putting out Project Spotlights again so you can see some of the new facilities.

EMV CARDS, CHIP AND PIN CARDS

We have been getting more inquiries from customers concerned about hype they have been reading about changes to credit cards. *Unitec* recently authored a nice explanation about this and we have uploaded it to our website at: <http://www.hpws.com/techfiles/emv.pdf>

HPWS TEAM WELCOME NEW MEMBERS!

CINDI REYNOLDS: Began as a part-time Administrative Assistant but quickly became indispensable so was moved to full time. That friendly voice you hear when you call in now is Cindi, which gives Audra a bit of a break. She also processes the accounts payable invoices, does the filing and all the special projects we can come up with.

ANDY LIGRANI: Comes to our shipping and receiving area with experience as a CDL driver as well as customer service background. He knows what happens when an item goes astray! Andy will work hard towards the HPWS goal of achieving timely accurate processing of outgoing and incoming deliveries.

NICK KEATING: Recently mustered out of the US Army in Ft. Riley Kansas, has joined Electronics TEAM since Gary Walters will soon be retiring to be with his grandchildren in Texas. Nick worked with numerous types of electronics while defending our country, in addition to training and leading fellow Soldiers.

CURTIS DARWIN: Came from five (5) years of car wash background starting from the bottom and working up to a Manager position. Curtis is now working with the Installation TEAM to learn that portion of the business so he can move on to Chemical Technician.

RYAN SPENCER: Came to us in an unusual manner and joined the Installation TEAM. Ryan has a plumbing and maintenance background with a lot of enthusiasm and an offbeat sense of humor making a great fit for our TEAM.

CHANGES AT ROWE CHANGER

Rowe Changer is moving its headquarters which has resulted in delays in parts shipments. Consequently repairs on Rowe validators and stackers are running 2-3 weeks as we wait for parts to arrive.

CAR WASH EQUIPMENT FOR SALE

Pro Navigator Dry system for automatics, three blowers, spot-free RO water system, two water storage tanks (250 and 500 gallon water tanks), Jim Coleman scent machine, three vacuum island light poles, Hamilton ACW changer/validator, CardWorks credit card acceptors, stainless steel sink with ringer, bay equipment booms, 10-position bay selector panels, Raypak furnances (1.2m and .750m BTU), multi-stage trifoam/presoak pump and other miscellaneous car wash parts. Call Eddie at 720.363.6442 for more information and pricing.