

WATER SOFTENERS AND BACKING UP YOUR COMPUTER

We know we should be backing up our computers regularly and think about it a lot. The only time it really becomes important is when the blue screen of death appears. You know the feeling, your stomach drops a little, your eyes dart around looking for an easy solution and then you realize *"My backup – when did I do it last?"*

Water softeners are critical in the world of cleaning, show and customer satisfaction. Checking city water hardness and post softener levels are very similar to backing up a computer. We think about it often, we know we should be doing it but the only time we say *"My softeners – when did I check them last?"*, is when a customer calls complaining about wash quality. Eco Express is our test facility and for water hardness we have seen north Denver stay a consistent 7 grains for several years. This is not the case with all areas. Some incoming water will vary between 5 and 20 grains depending on the season!

Let's use a less dramatic example where incoming water varies between 5 and 10 grains between Spring and Fall. The softener tanks are a fixed size and only soften a specific amount of hardness. A 3+1 Self-Serve Automatic which has a standard set up of twin 140,000 grain tanks can process around 25,000 gallons of water before one tank runs hard. If the incoming city water jumps to 10 grains, the tank will run hard after 12,500 gallons. If you have not changed the settings then 50 percent of the time your customers are getting hard water and wash quality will suffer. *Keep in mind that softeners lose capacity as they age so annual adjustments are required.*

If you would like any assistance in tracking your water softeners or changing the settings, we are available to help. Call Tom in the Parts Department and keep your customers wash quality high. He is available at 303.322.2232.

SCWA UPDATES

Last week's SCWA Networking Dinner was a fun evening for over 30 of us to get together and talk car washing at Earl's Restaurant in Lone Tree. We were grateful to have Bob Kopko with DRB Systems join us as the SCWA representative.

Sign-up for the August 19th tour at swcarwash.org. We expect to have over 200 attendees. The Sheraton Denver West hotel has been booked, morning workshops planned, buses have been booked and the post car wash tour reception scheduled. Sign-up now to make sure you have a spot on the tour!

For those who have not been receiving the emails from SCWA, please contact Chuck Space via the website or phone. They are extending all Colorado operators and previous Rocky Mountain Car Wash Association members a **FREE MEMBERSHIP** through 2014. You simply need to call Chuck at 800.440.0644 or visit the website at swcarwash.org. Some emails have been bouncing back to Chuck so if you are not receiving regular emails you need to call him to make sure you are in the know.

CAT PUMPS' NEW MOBILE APP

Cat Pump just announced the release of their new mobile app for IOS/Apple and Android devices. You can use the app to browse the product catalog and find product literature. The app also features conversion software for flow, pressure, temperature, power, torque, length, area, volume and viscosity. There are also handy pumping formulas for sizing products, calculating horsepower requirements and much more. Go to the Apple App Store or the Google Play Store to download the app.



HPWS WILL BE CLOSED FRIDAY, JULY 4, 2014 FOR INDEPENDENCE DAY.