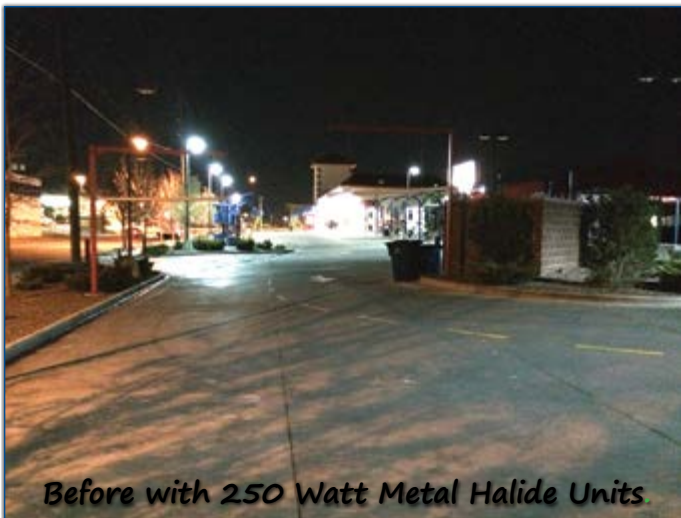


## HPWS AND MILE HIGH LED SYSTEMS BRIGHTEN UP ECO EXPRESS

As you may recall, Eco Express was built on the former location of a defunct Mexican restaurant. One of the things Eco inherited were numerous metal halide pole lights. While this saved a bunch of upfront building costs, Eco was saddled with fixtures that used a lot of power and were prone to failure. We worked with *Mile High LED Systems*, one of our vendors, to retrofit the existing housings with LED retrofit kits. We used 80 Watt and 100 Watt kits to replace 250 Watt metal halide units. The entire installation of 16 heads took less than a day, and the new fixtures only use one-third the power of the original metal halide units. Based on our electricity usage, we should break even within three years.

There are several other benefits to the retrofit. LED's degrade much slower than metal halide bulbs, decreasing light output up to three percent a month, whereas LED's typically see less than 1% a month degradation. LED's have a 100,000 hour operating expectancy, or about 25 years running 12 hours a day. Light color is another benefit, with LED's giving a much more natural light compared to metal halides.

Below are some before and after photos. We definitely noticed a substantial increase in quantity and quality of light when we did the upgrade.



If you are interested in doing an upgrade, please give Jim Blake or Chris Bateman a call. We can schedule a site visit and give you some options for saving money at your wash while increasing the light at your facility.

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

**XP COMPUTERS**

*Unitec*

*Unitec* has been receiving questions from car wash operators on how the Microsoft discontinuation of *Windows XP* support will affect their *Unitec* equipment. Customers should be made aware that *Unitec* products operate on *Windows XP Embedded*, which is based on the desktop version of *XP* but is not the same product. While support of *XP* ended in April 2014, Microsoft support for *XP Embedded* will not end until January 2016. Prior to that date, *Unitec* products will move to *Windows "POS Ready"*, which is the embedded version of *Windows 7*.

*Washgear*

Older *WashGear* systems may be running standard *Windows XP* for their operating system. Microsoft has discontinued support for the desktop version of *Windows XP*. We can replace your server with a new server running *Windows 7*. If you would like to have your server replaced, call our Service Department to place your order. When the server arrives, we will contact you to arrange for the data migration.

**WASH FOR SALE!**



The four bay self-service wash located at Pecos and Boulder Turnpike is on the market. The building, equipment and business is only \$385K, with a 30 year land lease \$600/month. The wash was last appraised for \$750K, and in the past has done \$100K per year in revenues. If you are interested please contact John Zayac at 303.785.0500.

**NEW BREEZE THRU CAR WASH**



Greeley is getting a "Modern Full-Service Car Wash". On May 22, 2014, John Agnew broke ground for the next Breeze Thru Car Wash. You can watch the evolution from lot to that Modern Full Service Car Wash if you drive by 3417 W. 28th in Greeley.

**USING YOUR GATES**



*Unlimited Wash Club's Gate Flag*

Jeff Wizer with *Innovative Control Systems (ICS)* sent us the picture above with a reminder that gates are a place where customers are in an optimum place to receive some advertising information. Shown here is a gate flag for the Unlimited Wash Club. Top packages, detailing services, seasonal specials could all quickly be placed here to keep the messaging fresh. If you have any questions on this or other marketing opportunities call us or Jeff Wizer, ICS at 484.894.9282.