

AUTEC

FACTS & Friction

1st Quarter 2011

Current News and Views from AUTEC Car Wash Systems

AUTEC'S NEW TIRE SHINING SYSTEM... Featuring All-Stainless-Steel Construction



AUTEC's Tire Shine is a fully automated tire dressing applicator designed for either inbay automatics or conveyor applications. The system features AUTEC's own exclusive all-stainless-steel construction along with spring loaded swing arms to prevent damage to and from wayward vehicles.

Tire Shine comes complete with our compact chemical and air control station which includes an independent chemical pump, air regulator and pressure gauge for both the driver and passenger side applicators, plus timers to control both how long the pumps supply tire dressing chemical and how long the applicators remain against the vehicle. It also has controls to automatically shut off and retract once the vehicle has cleared the applicators.

Product is applied by thousands of soft touch fingers that easily absorbs water-based or silicon-based products.



1-800-438-3028

2500 West Front Street • Statesville, NC 28677
website - www.autec-carwash.com • email - info@autec-carwash.com

Tire Shine Features and Benefits:

- All stainless steel construction insures long lasting, durable, easy to clean structural surface.
- Spring loaded arms prevent damage if vehicle gets out of position eliminating costly repairs to both equipment and vehicles.
- Stainless steel bearings promote longer life with a cleaner look in harsh carwash environment.
- 24" replaceable applicator brush sections allows you to selectively replace worn sections one at a time.
- All pneumatic controls are used in the wash bay. No hydraulic or 3-phase electrical required.
- Delivers consistent shine from rim to tread.
- Increase revenue per car. Nothing is better than clean and glossy tires.



WHAT'S INSIDE THIS ISSUE:

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AUTEC
Car Wash Systems

Message From AUTEC's President



THE NEW BREED OF SALESMAN...

The past few years have been challenging for many of us. Success today requires a new breed of salespeople. The characteristics of this breed can be summarized by the following attributes:

1. Non-manipulative at the purest level. Absolute truth is critical.
2. Non-threatening — Work on being perceived as a problem solver... not a salesman.
3. Helpful but never pushy. Professional follow-up is critical.
4. Consultative — Always make meaningful suggestions based on personal experiences that you know work.
5. Total command of product knowledge. This is by far the most critical part of sales of this magnitude. Imagine making a sale of 100K, 200K, 300K or more without absolute knowledge of the entire product line. How can one expect the level of confidence needed by buying customers when the sales person does not even understand how things work?

The bottom line is education and study. Make yourself a professional to survive in this business.

We can help, but you have to take the steps to be that professional. If you haven't visited the factory at least every month with a prospect, you probably don't know the advances that we have and are still making.

Want to be successful? Take the steps to learn and be that professional!

Tom Hobby
AUTEC President

Another Satisfied AUTEC Customer...

AUTEC's INBAY EXPRESS Competes With An Express Tunnel and Wins



AUTEC's INBAY EXPRESS competes directly with a nationally known express tunnel chain and wins once again. By utilizing the INBAY EXPRESS concept, Light House Car Wash owner Tony Macri has not only been able to compete but surpass all revenue expectations!

When Tony Macri in Indiana planned his fifth AUTEC car wash, he realized he needed to be able to compete with an express tunnel opening nearby. He chose not only to do side-by-side machines but also to increase his building length to increase throughput.

By utilizing the **INBAY EXPRESS** concept, he has not only been able to compete, but surpass all revenue expectations!

When the express tunnel opened, they gave away free car washes for two weeks. Tony was able to average over 125 cars per day (paid washes) during this time frame. When the free promotion ended, his car average was over 225 cars per day.

The **AUTEC INBAY EXPRESS** has consistently washed over 4,500 cars per month even when the express tunnel was offering discount washes. Customers choose and prefer the rollover system, ease of operation, and above all...**CLEAN CARS!**

Contact AUTEC today to learn how to maximize car wash profits for a fraction of the cost of a conveyerized car wash system.



The AUTEC INBAY EXPRESS has consistently washed over 4,500 cars per month even when the express tunnel was offering discount washes.



With carwash owner Tony Macri's fifth AUTEC car wash, he chose to increase his building length to increase throughput.

Another Satisfied AUTEC Customer...

MARYSVILLE SHELL Tunnel/Conveyor Replaced With AUTEC



Marysville Shell Car Wash is experiencing healthy double-digit volume increases over their previous labor intensive wash utilizing AUTEC's INBAY EXPRESS plus realizing over 40% water and sewer savings by adding the wash water reclaim.



Operating 24 hours a day, 7 days a week while eliminating labor and increasing wash volumes for a fraction of expected replacement costs.



"The best business decision I ever made. I should have done it much sooner", Patti Hart (Co-Owner).

When it came time to replace or upgrade their existing 60' tunnel equipment, Jim & Patti Hart took the easy way out and it sure paid off!

Located in Marysville, Washington, they wanted the ability to process as many cars as possible per day with no labor and reasonable replacement costs.

After analyzing different manufacturers, service providers and systems, the logical choice was the **AUTEC INBAY EXPRESS** concept, installed and serviced by ANC Vehicle Wash Systems. The recipe was simple. Remove conveyor, fill in "trench drain" with concrete. Remove existing equipment. Replace with AUTEC INBAY AUTOMATIC (with remote functions for high volumes). One week later...RE-OPEN!

This new installation features AUTEC's new 'Rear Super Clean' option as well as spot free rinse, wash water reclaim, a revenue-enhancing vehicle protectant product and an entry pay station featuring cash, code, or credit.

Marysville Shell has eliminated the wash employees and is experiencing healthy double-digit volume increases over their previous labor intensive wash.

AUTEC Adds Patriot Capital As New Leasing Source

Patriot Capital Corporation has been added to AUTEC's existing list of leasing companies. They have been delivering fast and affordable financing solutions to the retail and commercial petroleum industry since October 2000 and offer lease purchase financing for various types of car wash equipment.

As a proven, full-service lender, Patriot Capital extends competitive rates, efficient processing, and industry expertise. Patriot Capital has originated and funded more than \$200 million in retail petroleum equipment, car washes and other equipment since its inception.

They have established partnerships with major oil companies, equipment manufacturers, equipment distributors and oil jobbers/marketers across the country and maintain memberships with leading industry associations and regularly attend industry-specific trade shows.

Since Patriot Capital is not bank-owned, they are free from many of the constraints of traditional bank lending, and unharmed by the recent challenges that the traditional banking industry has experienced. They have a very high level of repeat business because their customers are satisfied with their competitive rates, fast and easy access to capital, and wide-ranging financial products designed to flexibly fit ones needs.

Capital can be accessed with a minimal amount of money down (typically just two payments in advance) compared to a traditional bank loan. In a capital-constrained market, Patriot Capital is aggressively lending money to both dealers and jobber/marketers for their equipment acquisitions.

Contact Chris Santy at 877-527-0383 (csanty@patriotcapitalcorp.com) with any questions you may have. Also, visit their website at www.patriotcapitalcorp.com for more information.

New Authorized AUTEC Distributor Announced

AUTEC is pleased to announce a new distributor in the northern KY/Ohio River area, Chad Scott and C & S Carwash Sales and Equipment. Chad comes to AUTEC with over 30 years experience in the carwash industry, with numerous installations in this area. He and his service director, Brian Skaggs, have hit the ground running and recently completed their first wash package with our translucent equipment cover/glass building addition. The immediate success and increased throughput at this location lead to an additional sale from the same customer.

AUTEC is pleased to welcome Chad and Brian to our team.



C & S Carwash Sales and Equipment in the northern KY/Ohio River area is now a new authorized AUTEC distributor.

AUTEC's New Spare Parts List Available On The Extranet

AUTEC's new Spare Parts List is now available via the Digital Asset Management (DAM) on the Extranet.

To view, log onto the AUTEC website (www.autec-carwash.com) and click on 'Distributor Area' in the upper right hand corner of the site's homepage. Enter your username and password which gains you access to AUTEC's Extranet. In the left corner you will see a box containing special AUTEC categories. Click on 'Digital Asset Management'. From there you can 'enter a document keyword' (*spare parts list*) and you will locate the latest version of the Spare Parts List.

Another Satisfied AUTEC Customer...

TOTAL CONVENIENCE MARKET...The Total Experience



Featuring
AUTEC's
INBAY
EXPRESS

Total Convenience Market in Hickory, N.C. is a 6,600-square-foot building on 1.5 acres that offers the latest and greatest from Shell in terms of our canopy and logo along with AUTEC's INBAY EXPRESS car wash.

We have always believed the old saying, that if you're going to do something, do it right the first time. That was the driving philosophy behind Angelo Apollonio and his father, Francesco when they decided to open their first convenience store.

According to Angelo, they wanted more than just an ordinary convenience store, they wanted a true retail center...something really different and unique in terms of its looks and services. "We really wanted to create something different, a real destination for our customers with our gas, restaurant, groceries and carwash."

The result was Total Convenience Market in Hickory, N.C., a 6,600-square-foot building on 1.5 acres that has captured the attention of Shell's corporate personnel. "We have the latest and greatest from Shell in terms of our canopy and logo but I have to say that one of the features that we are most pleased with is our all-glass car wash facility featuring AUTEC's INBAY EXPRESS car wash system. The looks

of this car wash really adds to what we were trying to accomplish with the overall look and feel of the site."

Angelo added, "the excellent wash quality and speed of the wash surpasses anything our customers have ever experienced and they absolutely love it. We hear it daily from our customers that it is the best wash they have ever used. We are extremely pleased with our decision to partner with AUTEC. It was one of the best decisions we made."



Featuring AUTEC's EV-1 Evolution Car Wash System which offers soft touch, touch free, or a combination of both technologies.

Showcasing AUTEC's EV-1 Car Wash System... **DIAMOND CAR WASH** A Remarkable Brilliant Clean In Louisiana



Featuring
**AUTEC's
INBAY
EXPRESS**

Diamond Car Wash's appealing full-glass structure not only offers great curbside appeal but also around-the-clock security for peace-of-mind and safety at any hour of the day or night.

When Troy Robichaux contemplated the name of his new car wash located in picturesque New Roads, Louisiana, he wanted a title that not only conveyed brilliant shine but also described the site and structure that housed his workhorse of a cleaning machine. "DIAMOND" appropriately illustrated the ultimate cleaning capacities while also describing the state-of-the-art glass car wash facility featuring AUTEC's EV-1 Evolution Car Wash System.

Diamond Car Wash's appealing full-glass structure not only offers great curbside appeal but also



Diamond Car Wash utilizes AUTEC's INBAY EXPRESS concept of a fully operational 24 hour-a-day/7 days-a-week car wash.

around-the-clock security for peace-of-mind and safety at any hour of the day or night. Inside, AUTEC's EV-1 system offers more profit-making options than any car wash on the market today including multiple levels of Soft Touch, Touch Free, and an awesome combination of both.

Utilizing **AUTEC's INBAY EXPRESS** concept of a fully operational 24 hour-a-day/7-days-a-week car wash, Diamond Car Wash cleans a documented 30 vehicles per hour with the ULTIMATE WASH cleaning in an impressive 1.5 minutes! With added menu options such as Rear Super Clean and Triple Foam, "DIAMOND" more than exemplifies the clean car appearance of each newly washed vehicle.

AUTEC's On-Line Parts and Accessories Store

Serving the Car Wash Industry for over 28 years, AUTEC sells quality parts and accessories to both Sales and Service Organizations and Retail Car Wash Operators. AUTEC is your one stop source for all you car wash sales, service, and operational needs!

Visit our online store at www.autec-car-wash.com. If you can't find the product you're looking for, call us at 1-800-438-3028 and our parts specialist will be glad to assist you.

From Touch Free To AUTEC's Soft Touch System **Housed Within An Appealing Glass Building Extension**

When Chet and Lee Varner, owners of Hasty Car Wash in Thomasville NC, were thinking about replacing their worn out automatic car wash system, they had three major objectives that had to be met. First, they demanded more thru-put, secondly they expected cleaner cars and lastly, they envisioned lower operating costs.

This was all successfully achieved by replacing their old touch free unit with AUTEC's Soft Touch Car Wash System and adding an 8 foot glass building extension to their existing site. This new glass building extension combined with the shorter wash times of the new soft touch system washes three times the vehicles than its touch free predecessor.

What would normally be a time consuming process with engineers and multiple contractors involved, the entire system change-over and building extension was completed in only 20 days! In most cases, new building permits are not required.



BAY SUPER CAR WASH *In Cut Off & Galliano, LA* **Featuring The "Brightest Clean" In Southern Louisiana**

"Lafourche" is the name of a bayou that runs through the heart of south Louisiana. The area has a rich and colorful past and a promising bright future. 'Bright' is a fitting adjective that describes the offerings of two of the area's newest and most exciting car wash facilities...**BAY SUPER CAR WASH.**

The cities of Galliano and Cut Off, located less than 10 miles apart centered in Lafourche Parish, feature AUTEC's impressive EV-1 Evolution Car Wash Systems as well as utilizing **AUTEC's INBAY EXPRESS** concept of a fully operational 24-hour-a-day/7-days-a-week car wash. With their appealing full-glass structures and eye-catching curbside appeal, both sites are committed to providing southern Louisiana motorists the cleanest and brightest vehicles that Bay Super Car Wash and AUTEC can offer.

Bay Super Car Wash owner John Melancon envisioned modern state-of-the-art wash sites packed with the latest cleaning options to provide his customers at both facilities the ultimate clean car experience.

Triple Foam, Rear Super Clean, Bug Buster, and PolyFlex upgrades are just a few of the added options that set his wash sites apart from his competition. Washing up to 30 vehicles per hour with the Ultimate Wash cleaning in an impressive 1.5 minutes further elevates John's wash sites head and shoulders above the rest. Furthermore, being able to operate around-the-clock in a secure and safe environment makes for a more convenient and user-friendly car wash experience.

Stop by both of these car wash sites today for the brightest cleanest wash your vehicle has ever had!

Cut Off, Louisiana



Galliano, Louisiana



NEW PRODUCT OFFERING... **Chemical Tire Applicators Now Offered On-Board**

AUTEC's approach to cleaning tires and wheels is and always has been to clean the tire and wheel with a combination of chemical and high pressure. We have repeatedly tested "tire scrubbers" and have found them to be unreliable with the potential to damage vehicles. With tires and wheels today anywhere from 12" to 24" in size, an aggressive chemical combined with high pressure insures wheels and tires of all sizes get clean with **NO DAMAGE.**

The chemical can now be delivered two ways...either remotely as has been offered for years or the newly available on-board style. On-board/remote is available on the AES-260 and the 400 series. On Model 220 machines, only remote is available. Please specify your preference when ordering. The prices remain the same for both offerings.

AUTEC's 10HP On-Board High Pressure Tire & Wheel Cleaner includes 12 zero degree oscillating nozzles to blast wheels and rocker panel area (6 each side). This combination will insure clean tires and wheels with no damage every time.

AUTEC Congratulates MCC's Top 50 Car Washes In The USA

Congratulations to the car wash facilities listed below for being recognized as one of Modern Car Care Magazine's 2010 'Top 50 Car Washes In The USA'. This recognition is a tribute to your foresight, professionalism and operating expertise. Thanks also for being an AUTEC customer. We are proud to have played a small part in your success and look forward to being of service to you in the near future.

- **Freedom Car Wash**, Virginia Beach, VA
- **Rob's Car Wash**, Fredericksburg, VA
- **Jack Flash**, Charleston, SC
- **Terrible Herbst**, Las Vegas, NV



Remote

On-Board