



Your Keys to Success



Comtec Wash Systems, Inc.
www.comtecwash.com





Good investors make sure they are fully informed before making any buying decision. That's why we want you to know about the business before you spend a single cent on a carwash.

This guide has been developed to provide you with general knowledge on a number of topics.
We know you will find it helpful.



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WELCOME TO COMTEC

Comtec's founder, CEO & Chairman, Carl Nuss, began his career as a systems' analyst for Lockheed Martin (formerly Martin Marietta). After several years, he began looking for a business that would let him retire from the aerospace industry leading him from one industry into another.



As the owner/operator of several carwashes in the early '80s, Carl received little help from carwash distributors or manufacturers in helping him through the process of opening a carwash. He experienced first-hand the frustrations of using poorly designed equipment that would regularly malfunction or breakdown resulting in downtime and, consequently, losing customers and income.

Carl founded Comtec Wash Systems, Inc. in 1984 to guide a prospective carwash owner through each process from start to finish. Family owned and operated since its inception, Comtec continuously searches for the best components in the carwash industry.

LET'S BUILD A WASH

In building a carwash, you will need a experienced team to guide you through its entirety. Members of your team will include:

Comtec Wash Systems, Inc.

We will help you select the best equipment for your carwash. We offer equipment with the best performance quality and efficiency in order for your business to operate as trouble free as possible.

We do not believe in using only one manufacturer, unlike many of our competitors. By using our thirty plus years of experience, we have selected and only recommend components that meet or exceed our equipment reliability standards.

An average carwash in the Rocky Mountain area consists of approximately 4 self-serve and 2 automatic bays. Offering customers the choice of using either an automatic or a self-serve will attract a greater portion of the carwash market. Approximately two-thirds of all residents who wash their

vehicles will use their neighborhood carwash simply because they know they'll receive a better wash.

There are many manufacturers of carwash equipment and it can be overwhelming to have to select the correct one for your new wash. Develop a wish list of what you would like out of your new equipment. Bring your ideas to us so we can match your list with the equipment currently on the market. Your automatic selection is just one of the components you will be selecting for your wash and we will help you every step of the way.

Realtor

Your real estate agent will help you locate and purchase the property with the correct zoning. Once you have found the perfect location, your agent will assist you through the closing process.

We highly recommend using an agent that has previous experience in closing carwash property. There will be several contracting dates that must be met and an inexperienced realtor may cause you to breach a contract or cause you to lose your earnest money. Remember, use a realtor that will work for you and not for the seller.

To help you make an informed decision on your property, we can create site specific demographics and proforma reports.

These reports will show you the specific population and household information for the area in and around your prospective carwash site.



Financial Professional

Y o u r financial professional will assist you with preparing a business plan and putting together all pertinent

documentation to submit to the bank for the financing of your project. The business plan may include supporting documents such as: management resumes, demographics, hard cost contracts, facility and equipment analysis plus any other pertinent documentation.

Once you have all the required information, you will begin searching for a financial institution that can help you with your business loan. Throughout the years, we have worked directly with several financial institutions and we are happy to recommend one that will meet your financial needs.

Architect

Your architect will help you design the ideal size and style of carwash and work it all within your budget. It takes precision to create a carwash design that combines your wants and needs, utilizes building materials available, integrates your hardscape and landscape, yet keeps within your budget.

It is very important to work with an architect that understands carwash design. The architects that we work with are licensed in many states and have extensive experience in carwash design ensuring the most efficient layout.

Your architect will serve as a coordinator on your project to ensure a smooth working relationship between you, the contractor, and the engineering firms that may be working on your carwash project. They will be responsible for periodic meetings with the city for the review of building plans and make any changes requested.



The city may occasionally require landscaping features, lighting and requirements for noise. They will make any

necessary revisions to your carwash drawings.

General Contractor

Your general contractor will work with you and your architect to construct plans for your building and determine the local building codes, utility requirements and permits. He will work directly with your architect to ensure that your wash is built to your specifications. Once your project has started, you will see your vacant property transformed into a construction site virtually overnight. All types of construction equipment, dirt movers, diggers, block and brick layers, landscaping professionals, plumbing and electrical technicians, building inspectors and, of course, your architect, will be arriving and departing on a daily basis.

The coordination of these activities will be handled by your contractor who will pull the necessary permits and meet with you and the rest of your team to keep everyone up-to-date and the project moving smoothly.

Your team will be formed, at no additional charge, to help you design and build the carwash of your dreams.

What are you waiting for, let's build a wash!





KEYS TO SUCCESS

The real key to success is
Proper Planning.

Comtec is committed to providing the most in-depth, site specific studies available. Our studies have been developed and refined over many years. That's why we have been the carwash distributor of choice for Colorado, Wyoming and Western Nebraska for over 35 years.

Our studies include:

- ◇ Traffic studies for current, short-term & long-term
- ◇ Households & household income
- ◇ Population trends and neighborhood make-up
- ◇ Zoning trends
- ◇ Growth patterns

Business Planning:

- ◇ Bank packages
- ◇ Lender relations
- ◇ Site specific proformas
- ◇ Site selection and evaluation
- ◇ Equipment recommendations

Equipment Installations:

- ◇ Professional installations
- ◇ On-site start-up training
- ◇ Manufacturers' trained technicians
- ◇ Ongoing product support

Service:

- ◇ Phone Support
- ◇ Parts Inventory
- ◇ Certified Technicians
- ◇ Name brand chemicals

Project Planning:

- ◇ Building & Design
- ◇ Site Engineering
- ◇ Construction Drawings
- ◇ Construction Management
- ◇ Turn-key Projections

CARWASH SITE SELECTION

EXISTING HOMES, APARTMENTS & CONDOS

Households = cars; cars = Money. Information can be obtained from a demographics report.

GROWTH/DEVELOPMENT POTENTIAL

How much can you expect the number of homes to grow in 1, 2 and 3 years.

TRAFFIC COUNTS

Traffic count is important for advertisement. A carwash is a destination location for locals who work and live in the area. Impulse drive business is .5% or lower.

SPEED LIMIT 35 MPH, IF POSSIBLE

Try not to choose a site with the speed limit above 45 mph

TRAFFIC FLOW

If the speed limit is above 30 mph, look for a site with a decel lane. Turn-ins for both directions are desired.

VISIBILITY

In the past, carwashes were built on side streets and in back parcels. Concentrate on sites with frontage, 1 block off a main road, View from 500 ft.

PROPER ZONING

Does it meet proper zoning requirements? Each city has its own codes. Call the city's zoning department for details. Just because it may be zoned properly does not mean the city will automatically let you build. Speak with the Development Department to get an idea of building allowance.

CORPORATE ANCHORS

Any extra traffic flow is a plus. Never build a carwash that you feel cannot be self-sustaining.

DEMAND

Is there a demand for a carwash? Ask yourself. Ask a local.

LOT SIZE AND PRICE (Approx. 1 Acre)

The size and price of the lot depends on several factors. Lot size: The lot must be large enough to build a facility that will not only pay its debt service and operating costs but will turn a profit. The price should not exceed profitability projections. With the high price of land, many owners are buying larger parcels and subdividing after purchase.

CHECK FIRST!

EXISTING WASHES

How many within 1, 2 and 3 mile rings. How many are older? How many are new? Old technology vs. New Technology. Number of Self-Serve Bays? Number of Automatics? Number of Tunnels? Count Bays. Quality vs. Quantity.

HOUSEHOLD INCOMES

Low income areas use more self-serve. Medium to high income markets tend to use automated equipment more. DO NOT DISMISS ANY MARKET SHARE. Many washes break this industry theory. People are people. All people appreciate quality service.

REALTOR

If you choose to use a realtor, make sure that realtor has closed land for carwashes. There are many contracting dates that must be accommodated. Do not breach a contract or your soft/earnest money may be lost. Remember to use a realtor that works for you, not the seller!!

MAPS

General metro areas. Population. Site topography. Access Improvement. City and Neighborhood Zoning.

COMPETITION

Existing and future. Strength of competitors. Market Share. Rate equipment.

ACCESS

Transient vs. local. Traffic flow. Bridges, barriers and highways. Visible from 500 ft. Existing and proposed arterials. Turning lanes, decel lanes and curb ins.

ECONOMICS

Population trends +/- . Automobile estimates. Cars in ring. Present and future building. Demographics.

DO THE RESEARCH

Research materials and estimates. Proforma results. Equipment costs and installation. Building and land development costs. Bank loan packages.

RESOURCES

Comtec proforma. Comtec demographics. A recommended real estate agent. City/County Zoning Department. City/County Water Department. Department of Transportation.



CARWASH CATEGORIES

SELF-SERVE

Also known as do-it-yourself or wand washing, the motorist pulls into the bay, gets out of the vehicle, activates the system using either cash or credit card, and washes his or her own vehicle. The number of wash bays, vacuums, and vending machines placed on the site will depend on space availability and traffic volume.

The following in-bay services should be offered:

1. Display Timers

Display timers provide an audio/visual warning one-minute prior to the time expiring. Although some customers will react to the warning by rushing, most will add more money. Customers greatly appreciate this feature.

2. Pre-soak

Pre-soak is a concentrated detergent which is dispensed through the wash wand at low pressure. It is necessary for breaking down road film prior to using the high-pressure wash.

3. Tire & Engine Cleaner

Clean sidewalls are important to self-serve customers. The chemical clings to the tires and loosens the grime. High-pressure is used to flush the tires leaving them clean and will remove break dust and engine grime.

4. Foaming Brush

Foaming brushes place a foamed chemical on the vehicle's surface removing dirt and grime. They are usually used longer than the high-pressure wands increasing gross income.

5. High-Pressure Soap

Customers use high-pressure soap to wash all parts of their vehicles including tires, wheel wells and undercarriages. High-pressure soap is also used to wash motorcycles, boats, lawn mowers, trailers, etc. It is the best method of washing off heavy mud. In order to offer maximum cleaning with high-pressure, you will need to have hot water, chemical systems, water softener and a highly reliable pumping system.

6. High-Pressure Rinse

This service is used by every customer in a self-serve car wash to rinse the soap from the vehicle.

7. High-Pressure Wax

Wax is used by approximately 35% of self-serve carwash customers. Spray wax is applied with warm water through the high-pressure wand.

8. Triple Foam or Foaming Conditioner

This is a foaming wash and conditioner for clear coat surfaces. Triple foam is a colored foam display that is applied with a foam gun.

9. Spot-Free Rinse

Many water systems have a high percentage of dissolved solids. These solids, when dry, will leave spots on the vehicle. An effective way of removal is reverse osmosis (RO) referred to as spot-free rinse.

10. Bug Cleaner, Magnesium Remover

Specialty chemicals are delivered through the foam gun to target bugs and Magnesium Chloride.

11. Floor Mat Hangers

Mat hangers are used by over half self-serve car wash customers. Mat washing adds to the time of the overall wash and customers appreciate this extra convenience.

12. Vacuums

Used by approximately 62% of all self-serve customers, vacuums provide a very profitable source of additional revenue. Vacuums can generate income simultaneously with the wash bays because they are outside. One vacuum for every wash bay is a good rule of thumb although the more vacuums you have, the more potential income you will make. Combination shampoo/fragrance vacuums are excellent profit generators.



13. Vending

A variety of products may be vended through coin-operated machines. The most common products sold are paper towels, wet towels, and Armor all.

14. Change-Making

Bill changers are an absolute must for self-serve carwashes. Most, if not all, customers need change. If they can't get it, they won't spend as much money. Machines are available that will change bills ranging from \$1—\$20. Approximately 90% of the money used at your site will come from your changers.

15. Credit Card/Fleet Card Readers

We are rapidly becoming a cash free society relying more and more on credit cards to pay for products and services. Credit Card/Fleet Card Readers allow customers to purchase bay time and other site services like vacuum time.

16. Coin Boxes

Coin boxes are stainless steel with large price and time decals with touch pads or switch dial plates that identify the products offered to customers.

ROLL OVER IN-BAY AUTOMATICS

Touch-free rollovers utilize water pressure and chemicals to wash the vehicle's surface. Motorists demand a high quality wash that does not pose a threat of damage to their automobiles. Higher vehicle costs, greater number of high profile vans and sport utility vehicles, the growing number of oddly shaped vehicles, and the increased popularity of add-ons like roof racks all contribute to this trend. Typical touch-free automatic wash cycles are listed below:



Ultimate Wash:

With Polymer Protection. Undercarriage wash, Double Pre-Soak, Rocker panel / Wheel blaster, Triple Foam (option), High pressure contour rinse, Clear coat wax, Spot free rinse, Contour dry. Polymer Protection applied to underbody & vehicle body contour.

Wax & Protect:

Undercarriage wash, Double Pre-Soak, Rocker panel / Wheel blaster, High pressure rinse, Clear coat wax, Spot free rinse, Contour dry.

Clean & Shine

Undercarriage wash, Double Pre-Soak, Rocker panel / Wheel blaster, High pressure rinse, Spot free rinse.

Basic Clean:

Single Pre-Soak, High pressure rinse, Spot free rinse

The Undercarriage is applied as the vehicle enters the bay cleaning the underside and loosening dirt build up on the rocker panels. Once the vehicle is in position the pre-soaks are added. The first presoak is formulated to clean the chrome and glass. The second presoak is formulated to clean the painted surfaces. The wheel and rocker panel blaster makes a pass cleaning the wheels and the lower section of the vehicle with great pressure. The triple foam option would then be applied. This option has great show covering the vehicle in a rainbow of colors. High pressure rinse is now applied contouring the vehicle. The coverage and impingement is much greater since the distance of the jets are within 16" virtually eliminating any window mask. Next the hot Polymer Protection is applied which will add an ultimate shine with water repelling properties. Spot free rinse is applied to keep any spots from forming. Last is the contouring dryer which leaves the vehicle with a showroom sparkle.

Point-of-sale (POS) teller machines are placed at the entrance to the automatic wash bay on the driver's side, at window level. These devices give merchandising information about the various wash cycles (both visual and audible), take customers' money (coins & bills, codes, fleet and credit cards), make change, and activate the automatic wash by authorizing the appropriate cycle.

Although some systems can be operated in winter climates in an open bay using water weep as freeze protection, operators should always install automatic doors and in-bay heating systems to protect their equipment and avoid build-up of ice and debris in the winter months.

EXPRESS TUNNELS

Express Tunnel washes use a combination of high pressure water, soap and friction brushes to clean the vehicles. Each vehicle enters through one end of the building and rides on a Conveyor System. Slowly the Vehicle is guided through the wash going from Station to Station. Start with a Pre-Soak, then Wash with Tri-Color Agents, Clean the Wheels and Undercarriage, and then finish the vehicle with Dryers.

CARWASH EQUIPMENT SELECTION

EQUIPMENT

There are many manufacturers and brands of carwash equipment. Decide what you would like to have in your carwash; a wish list. Bring your thoughts and ideas to a distributor or supplier to match the equipment to your list. Select the best equipment, not one brand. All equipment manufacturers have great and not so great products.

ROLL OVER IN-BAY AUTOMATICS

In Colorado, touchless is the primary In Bay Automatic Equipment selected. Do not shop for the lowest price. You will get what you pay for. In an investor wash, the customer's #1 concern is cleaning.

Things to look for in an automatic:

1. Does the machine profile front, back, sides and top?
2. Does the machine hot water wash or only hot water pre-soak?
3. Does the machine wash and contour all vehicle surfaces?
(Economy cars through 4-door dual wheel extended cab pick-up trucks)
4. Does the machine have a 25' vehicle length capability?
5. Does the machine have an 7'6" clearance?
6. Are the dryers "drive through" or are they "on-board contouring?"
7. Does the machine apply spot free rinse?
8. Is the wheel blaster stationary or on-board with spinning nozzles?
9. PSI is quickly lost with distance in all high pressure washes. At what distance does it clean?
10. Is the distributor local?
11. Has the automatic been a proven work horse?
12. Check references of machine owners.
13. Does your local distributor have a proven reputable track record?
14. Check references on service.

SELF-SERVE

Choose the services that you would like as a customer. Talk to owners and ask which are the money-makers. Choose the items you would like to provide. Select your system based on: performance and reliability; consistency of pressure; temperature; water quality; and chemical application. Ask before you buy.

EXPRESS TUNNEL

Depending on lot size and regulations, the size of an Express Tunnel may vary. Depending on the Equipment you choose, the Vehicle may go through up to twelve stations. You want to provide your Customers with as many options as possible. This helps with Customer Retention and larger ticket packages.

FREQUENTLY ASKED QUESTIONS

BUILDING YOUR WASH

Q: What is Comtec going to do for me?

R: We will provide site locations and analysis, help with financing, architectural design, contractors, equipment selection and installation. In other words, we will be with you from start to finish. Based on the price of the property, how big of a wash should I build?

Q: How much money does the SBA (Small Business Administration) require down?

R: Approximately 20% of the project's total cost.

Q: Why is it better to build a new carwash rather than purchase a used one?

R: Generally, the purchase price of a successful existing wash is comparable to a new facility plus you'll be inheriting its problems and buying its equity position. Modernizing an older wash can be extremely expensive and is usually cost prohibitive.

Q: How much is a water tap, why do prices vary and how can I offset the cost?

R: Water tap prices will vary from city to city mainly due to that city's water resources. In cities where the water taps are high, we have systems to mitigate these costs.

Q: What is the average time until my wash is at its full potential?

R: A wash is expected to reach its full potential in 36 months.

ROLL OVER AUTOMATICS

Q: Why do some machines wash better than others?

R: There are several reasons: water quality, impingement, chemical selection, hot water wash, hot water presoak, a reverse osmosis spot-free rinse system, and a comprehensive computer program patterned to local soil conditions. There are, frankly, very few automatics with all of these important functions. Remember, a machine with poor wash quality will generate a poor bottom line. We recommend the purchase of an automatic that offers them all.

Q: Do automatic washes damage cars and how long will they last?

R: Soft touch or brush machines use friction to remove films & soils from the vehicle using specialized soft cloth to minimize any adverse damage. Touchless automatics clean with chemicals, temperature, impingement, and no friction. They will all give you excellent service for 10-15 years on average with proper maintenance. At that time, with the consistent advances in technology, an equipment upgrade may be in order.

Q: What are the pluses and minuses of a reclaim system?

R: The pluses include less fresh water will be used for washing the undercarriage, wheels, rocker panels, etc. The minuses include the cost of the system, more wear and tear on the equipment.

Q: How much water would I save by installing a reclaim system and how long will it take until it pays for itself?

R: You can save between 30% and 50% however, the savings will be offset by increased maintenance costs, net savings gains are speculative.

Q: Why do I need a water softener?

R: Each grain of water hardness reduces the cleaning ability of the soap by 4%. Removing the water hardening calcium and magnesium, substantially increases the soap's cleaning ability.

Q: At what point does the reverse osmosis water start to spot?

R: Anything above 30 parts per million

SELF-SERVE

Q: How fast do the drainage pits fill-up?

R: The pits in each bay are around 400 gallons and the pre-sewer pit around 1,500 gallons. They will need to be pumped approximately every 3 to 4 months.

Q: How much water is used, on average, in a self-serve wash?

R: Surprisingly, on average only 20 gallons.

Q: What is the size of the average equipment room:

R: 40'-50' long x 16' wide is standard for a 4 Self Serve + 2 Automatics CarWash.

EXPRESS TUNNELS

Q: What is the benefit of an Express Tunnel Wash?

R: Tunnel Carwashes clean cars at a high volume.

Q: How many Employees do I need on payroll to support a Tunnel?

R: Typically 3 employees are needed for an Express Tunnel model. Full Service Tunnel models require more employees.

Q: What is the size of a Tunnel

R: An average tunnel is approximately 100', but can be much smaller or larger depending on the lot and equipment need.

MISCELLANEOUS

Q: How do you keep your machines from freezing in the winter?

R: Bay doors, floor heating, and automatic weep systems.

Q: Why do I want credit card capability?

R: Accepting credit cards will give upwards of 30% increased revenue for existing washes and accounts for 70%-80% or more in sales in a new facility.

Q: Will my operating system and its accounts be susceptible to internet tampering?

R: Although no system has proven to be 100% impenetrable, our credit card processing systems are PCI compliant.

Q: How much is the service charge on a credit card transaction:

R: Approximately 3% of the transaction.



ROLL OVER AUTOMATIC EQUIPMENT



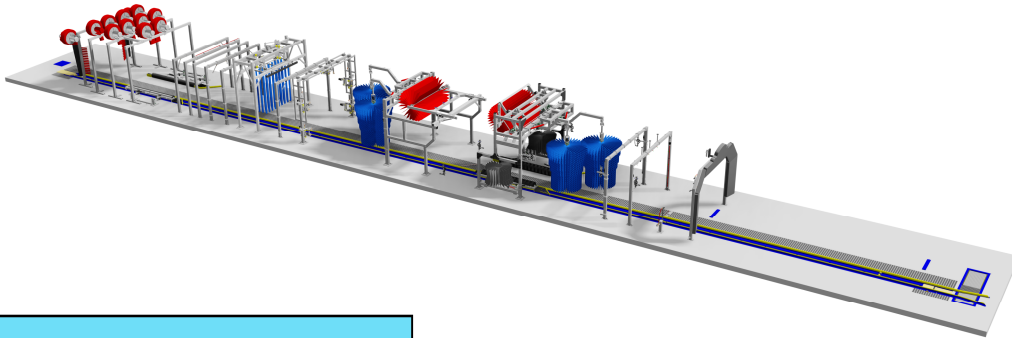
Benefit from Kärcher's time tested experience of developing fully automatic, remotely controlled and supervised automatic washes. The CHH8000 Opti-Wash's cleverly designed safety functions enable it to dispense without operating personnel.

- Optimal safety with optimal contour control
- Power Nozzle and cleaning agents
- Contour control
- Frost protection system
- Effective, thorough rocker panel wash
- Suitable for vans and dual wheel pick-ups
- Power nozzles ensure optimal impact angle of high-pressure water jets
- Revenue generating Protection Packages such as tri-color foam, undercarriage wash, high pressure wheel & rocker panel blasters



 **KÄRCHER**

EXPRESS TUNNEL EQUIPMENT



With world-class installation and support through Sonny's industry-leading network of Select Service Organizations (SSOs), over 12 million dollars in ready-to-ship inventory, and straightforward design using an open architecture comprised of minimally-proprietary components, everything about Sonny's car wash equipment is designed to help you wash more cars.

Comtec has aligned with Sonny's Car Washing Equipment to service the Express Tunnel Industry in Colorado. Sonny's is the Industry Leader in Conveyor Car Washing Equipment.

TUNNEL INSTALLATIONS & SERVICE



SELF-SERVE EQUIPMENT

Self-service car washing is profitable while maintaining a lower overhead. Innovative equipment advances have created more reliable operation and improved incomes for new car washes. Generally, self-service car washes require a lower investment with lower risks. It is because of this that Inventive business plans favor these washes.

The investment threshold to refurbish self-service bays is much lower than other forms of wash facilities. In many urban settings, the financial return indicates that stand alone self-service carwashes do not cash-flow for the short term. It is important to visualize Self-service carwashes as a long term investment and self-service should always be considered as part of any car-wash offering.

Wand-type equipment outlasts other car washing variations, requiring fewer equipment replacement cycles. Self-service carwashes provide a solid income source with less maintenance and fewer employees.



PAYMENT SYSTEMS

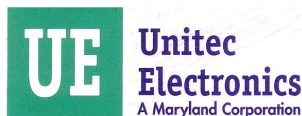


The Wash Select II is a premium entrance system for the automatic car wash market. It can accept coins, \$1 coins, bills, credit cards (via modem or internet connection), coupons, quarters, and up to four types of tokens.

- Automatically sells washes and upgrades.
- Maximum security with minimum maintenance
- Generates accounting reports by cash, coupons, credit, token & fleet
- Handles up to 1,000 fleet accounts or coupon codes

The Exact Teller is the most customer friendly automatic teller currently on the market. This teller was designed for automatic and tunnel washes where a stand-alone or multi-bay system is required.

- Automatically sells washes and upgrades
- Maximum security with minimum maintenance
- Provides detailed reporting
- 2000 fleet code capability
- 2nd or 3rd coin hopper
- Integrates with PayMaster

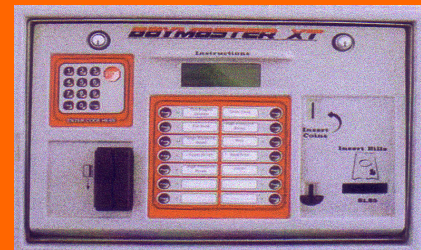


PAYMENT SYSTEMS

The PayMaster System is designed for the self-serve car wash and contains multiple hoppers for a wider customer base in offering customers the options of changing bills or obtaining a fleet code.



- Wall-Mounted Controller
- Bill activation with change-making
- Remote accounting package
- Paging
- Ultrasonic sensor
- 3 to 7 digit code activation
- Voice response
- Add value to VIP Cards, cash or credit
- 4-line by 20 character back-lit LCD screen
- Receipt printer & card swipe



Offering 14 product selections and coin, bill, code, credit and/or fleet card payment options, the BayMaster is highly convenient for self-serve customers. The visual display has multiple messaging capabilities such as welcome screen, products selected plus a count up/down timer with last minute alert.

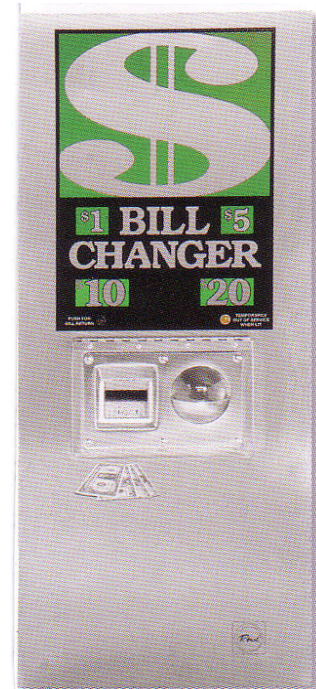
- Stainless steel with fiberglass front
- Same color selections as the PayMaster
- Quick detach door with high security locks
- Accepts and counts up to 6 different coins or tokens

Exact
One Company

BILL CHANGERS

The Rowe 2800 has two complete changers with separate control boards, power supplies, power cords, thermostatically-controlled heaters and electrical systems. Dual doors, each with a 3-point locking system, offer twice the security.

- Rear load, wall-mounted
- 4 hoppers (each has capacity for 3,400 quarters).
- 4 stackers (4,000 bill capacity total)



The Rowe rear load, wall-mounted BC 1400 has two hoppers with a capacity for 3,400 quarters each, and 2 stackers with a total capacity of 2,000 bills.

- Thermostatically-controlled heater



VACUUMS



These attractive units spice up your carwash with amenities your regular customers look for. Capture more business by eliminating any reason for your customer to look elsewhere for their car cleaning needs.

- Powerful Vacuum motors to provide superior cleaning
- Switch between shampoo and vacuum to produce dazzling carpet cleaning results
- Add a Fragrance option to hide musty car odors from pets or spilled drinks dried into your carpets
- Colorfully lit domes and digital readouts make these units a must addition to any state-of-



The Lighted Dome Vacs' attractive design and color selection will draw customers' attention and increase traffic. Our skilled fabrication department produces the highest quality stainless steel welds and finish in the industry.

- 110 volt standard timer, 230 volt optional
- 2-1.6 HP, 110 volt motors
- Lighted domes available in dark green, yellow, white, light green, blue & red
- Hose: 2" x 151, swivel cuff and nozzle, optional 1-1/2" hose
- Internal vacuum hose threading system
- 4 quick change filter bags
- 2 service doors

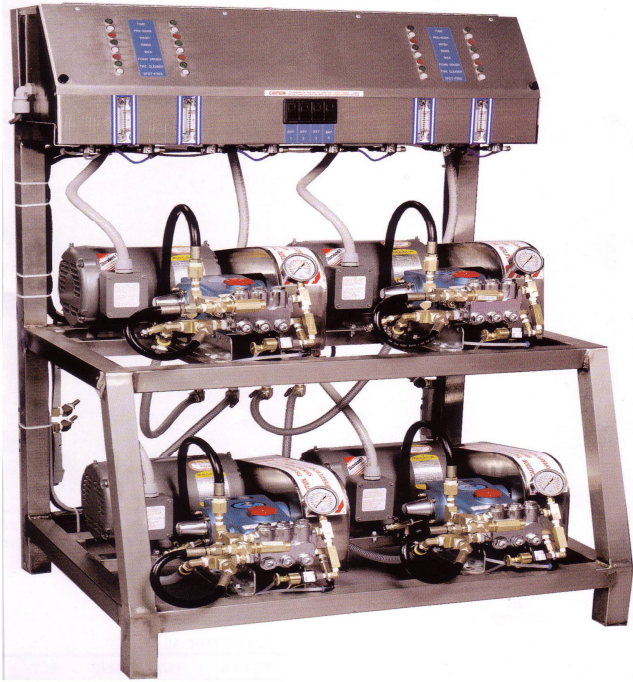
SAFES

Safes are designed for easy installation in car wash bays and vacuum islands. Safe bodies are constructed entirely of stainless steel for strength, durability and high security.

- Easy Installation
- Stainless Steel Construction
- Removable Medeco Plug lock for maximum security



PUMPING STATION & FLUID MODULE



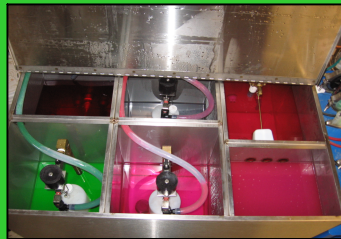
Comtec's Compact Deluxe Pumping Station is the ultimate in efficient use of equipment room space! You compromise nothing, no sliding shelves or vibration problems.

- Stainless Steel enclosure protects all electrical components.
- Detergent & wax flow indicators
- Heavy duty motor starters with built-in adjustable thermal overload protection
- Stainless steel adjustable solenoid valves
- Glycerine filled high pressure gauges
- Convenient pump oil drain system
- Economical manual or automatic weep systems
- Double groove pulleys and belts
- Balance relief valves

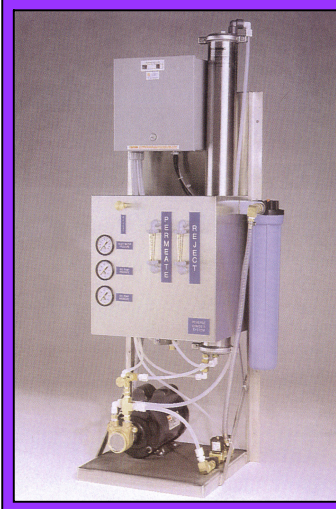


Comtec's own uniquely designed fluid module is a must for your self serve carwash. With all major self serve systems in one compact stainless steel unit, this fluid module is truly the heart of your car wash. This very reliable, state of the art system, will make you feel good about owning your self serve car wash.

- Air pumps deliver product
- Long life Solenoids
- Powdered & liquid soap mixing systems
- Foaming brush and foaming tire system
- Wax system
- Overhead heating



REVERSE OSMOSIS SYSTEM & BOILERS



The Reverse Osmosis Water Treatment system handles 850—10,000 gallons of water per day.

- Glycerin Gauges
- Permeate and concentrate flow meters
- Stainless steel membrane housings
- Thin Film Membranes
- Stainless Steel Delivery Pump
- Water level control switches

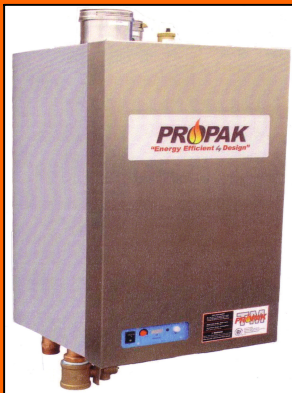
The IR Systems 5 HP Two Stage , Continuous Duty Air Compressor has a totally enclosed belt guard, pressure switch and start/stop. Other features include:

- Heavy-Duty brass shut off
- Intake filter/silencer with replaceable element
- V-belt drive/load less start
- Auto drain



Up to 99.8% efficiency. Microprocessor controlled modulating air and gas feed means peak efficiency is maintained at all times. This translates into the lowest possible operating cost and a rapid return on investment.

- All stainless construction
- Compact design
- Completely assembled, wired & factory test fired prior to shipping
- Ultra-high efficiency means low stack temperature, sealed com-



Water Heaters:

- Non-Ferrous Waterways.
- Pre-Wired Controls.
- Outdoor installation trim kit available
- All low voltage control system
- Pre-plumbed manifold installation kits available
- Various venting options available
- Does not require minimum 140° F. operating temperature
- Multiple operating control systems available



Floor Heat Boilers:

- Non-Ferrous Waterways
- Pre-wired controls
- Economaster II Pump Control
- All low voltage control system
- Does not require minimum 140° F. operating temperature
- Storage tanks
- Propak warranties



PROPAK
"Energy Efficient & Durable"

ACCESSORIES

Polycarbonate Full Vision Doors eliminates wind doors, air doors, vinyl curtains, plastic sliders, roll-ups, and separate doors for round-the-clock operation and security.

Panels are constructed of tough, shatterproof polycarbonate in a heavy duty aluminum frame. During the day, panels transmit sunlight for customer comfort and heat. At night, normal interior lighting emits a bright glow to the outside, while the door provides insulation.

- Uses the same material used for vandal-proofing stained glass windows and bulletproof screens.
- When struck, panels flex without breaking or shattering.
- Teamed with the Electric Powered Door Operator, the doors operate quickly for complete weather protection and noise abatement.



Comtec's water softener has an easily adjustable 5-cycle down flow brining control. Backwash capability handles up to

24" diameter tanks eliminating excessive, space wasting multiple tank



Using natural gas or LPG, the lowest cost conventional fuels, infrared heat energy only heats the objects that it strikes. Closest thing there is to "sitting in the sun."

- Infrared heat can be focused to the exact area or objects that require heat. The energy is not absorbed directly by air and does not have to be contained to be useful heat.
- In windy conditions low intensity radiant tube heaters do not flutter or blow out.



GLOSSARY

Every industry seems to “speak” its own language. To familiarize you with carwash terminology, we have taken the liberty of listing several common words or terms:

- Acid:** A chemical substance whose properties include the ability to react with bases of water solutions to form salts.
- Alkali:** A chemical substance (such as hydroxide or carbonate of sodium or potassium) reacts and neutralizes an acid.
- Alkalinity:** A property of water soluble substances (or mixtures) causing the concentration of hydroxyl ions (OH⁻) in water solutions to be higher than the concentration of hydrogen (H⁺).
- Biodegradability:** The capability of organic matter to be decomposed by biological means.
- Boom:** In a self-service wash, the arm extension that holds a hose and nozzle for washing a vehicle. The boom can be wall-mounted for 180° movement or ceiling-mounted for 360° movement.
- BTU:** British Thermal Units, a measure of energy
- CFM:** Cubic Feet per Minute
- Detergency:** The ability to clean or remove soil. Generally, detergency is associated with the action of a cleaning agent such as a soap, detergent, alkaline salt, or a combination.
- Dissolved Solids:** Fine particles of dirt and other debris in water not distinctly visible to the naked eye.
- Fluid Module:** Unit that meters concentrated chemicals from the carwash equipment room to the application in the wash bay.
- Foam:** Bubbles formed on liquids by the process of agitation.
- Gantry:** A framework that spans a distance, often moving on wheels
- Greaseless:** Not requiring lubrication or sealed bearing.
- Hp:** Horsepower
- Impingement:** A nozzle capable of producing a high impact water stream when supplied with a source of ultra-high pressure liquid. The nozzle is constructed and arranged to infuse fluid into a high velocity stream of liquid passing through the nozzle to create a bubble rich water stream. When the water stream strikes against a surface the bubbles implode, amplifying the impact of the water against the surface.
- Kwh:** Kilowatt per hour
- Micron:** One millionth of a meter
- Tunnel:** Conveyor or Belt style carwash system that guides the car through a “tunnel” system.

Motor Control Center:	Enclosure containing starters, switching, and overload protection devices for electric motors which are utilized throughout a carwash system to operate motors on different devices and machines.
Ozonation:	Process of injecting ozone into water to inhibit bacterial growth.
pH:	A measure of the acidity or alkalinity of a solution, numerically equal to 7 for neutralizing solutions, increasing with increasing alkalinity and decreasing with increasing acidity. The pH scale commonly in use ranges from 0 to 14. [p(otential of) H(ydrogen)]
PLC:	Programmable Logic Controller
Polish Wax:	Foam applicator which applies a colored chemical to the vehicle as it passes through the wash bay. Provides extra service that generates additional revenue and is pleasing to the motorist.
POS:	Point of Sale
Psi:	Per square inch of air pressure.
Reverse Osmosis:	The removal of organic and suspended impurities from water by one or more semi-permeable membranes.
Rinse Aid:	Wax-like chemical applied to the vehicle surface after the final rinse for easy removal during the drying process.
Rocker Panel:	Portion of a vehicle's side that is below a straight line between the tops of both tires.
Rollover Wash:	The type of wash where the customer drives into position and sits stationary while the equipment moves over and around the car.
Self-Lubricating:	Pre-lubricated and not requiring additional lubrication.
Self-Serve Wash:	A wash where the customer performs all the labor. Generally, the customer drives into a bay and washes the car by means of a high pressure hose and brush.
Spot-free:	Carwash industry term synonymous with reverse osmosis.
Triple Foam:	Foam applicator which applies three different colored chemicals to the vehicle. Extra service that generates additional revenue and is pleasing to the customer.
Undercarriage Wash:	Device to deliver high volumes of wash water to the underside of vehicles to remove mud and salt.
Water Hardness:	Soluble metal salts, (principally those of calcium and magnesium, that when present in water in sufficient amounts cause cleaning problems. These metals remain on a vehicle after the water evaporates.
Weep System:	A thermostatically controlled system using a slow water stream to prevent freezing in hoses in cold climates.



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