

HYDRO-SPRAY 

PRE-PLANNING GUIDE

HYDRO-SPRAY WASH SYSTEMS INC.

V-061016

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Pre-Planning Guide

It is our mission here at Hydro-Spray to exceed our customers expectations in quality, delivery, and cost through continuous improvement and customer interaction. We also provide turn-key solutions through custom design, manufacturing, installation and support of washing systems. Our friendly, knowledgeable and professional staff will help inspire, educate and problem-solve for any of our customers.

----- Hydro-Spray Wash Systems Inc.

INTRODUCTION

This pre-planning guide is designed to assist new operators or investors in planning and getting an idea of what it takes to make a successful car wash. The information given to you is a rough outline of things that might pertain to you in the design or structure of the car wash.

SALESPERSON

The first step is to contact a salesperson in your area. This person will know specific details of the area such as: cost of materials, contacting architect/electrician/plumber/etc. The salesperson will discuss administrative procedures with you as well as a project scope and helping with scheduling. Each salesperson will help you with the selection of the proper equipment that best suites your car wash site. Once the selection of the car wash equipment is chosen the customer will receive a quote that shows what equipment he/she is purchasing along with the cost of the equipment. The salesperson will also be on-site to make sure everything is in order and being done right once ground is broken and the project has been approved.

DEMOGRAPHIC INFORMATION

The main source to a successful car wash is the site or location of the wash. Hydro-Spray has created an Income Planner, which helps the buyer get a good aspect on the positives and negatives of the property site. It includes things such as traffic count, population, traffic speed, visibility, corner lot, etc. These aspects will become large factors in buying property.

After the property site has been selected you then apply for a city/township permit to build a car wash on the property. The city/township has that property zoned already for commercial or residential property. Getting this permit you will need to include drawings/sketches of what the car wash is projected to look like. The city/ township will also need to know about entrances/exists, fire truck and police accessible, water usage, electrical usage, noise factors, etc. Hydro-Spray will also provide drawings of existing car washes on the new property site to help with the permit of the city/township.

PROJECT FINANCING

There are 'hidden' costs to the development of any commercial project. Some are more common factors than others so here are some of them: Costs for Property Abstracts or Title Searches, City Subdivision Fee, Conditional Use Permit, Land Survey, Phase 1 Environmental Assessment, Soil Assessment, Legal Fees, Architectural Fees, Landscape Architectural Fees, Water/Sewer Access Charge and Other Development Costs.

ARCHITECT

Hydro-Spray recommends that you use a licensed architect for design of the car wash building. This gives you the assurance that your building is properly structured and built for long-time usage. Hydro-Spray will provide the customer with proper drawings to help them with the city ordinances. Once the purchase of the equipment has been agreed upon and a \$1,000 drawing deposit has been taken care of, Hydro-Spray will provide equipment, plumbing, electrical supply and electrical control drawings to the equipment that will be purchased from us.

BUILDING CONTRACTOR

The building contractor does the excavating, grading, contouring and the breaking of the ground on the property.

When this phase is taking place the entire project financials should be taken care of and the equipment order taken care of (about 6 weeks leeway for production). The building contractor must contact the project architect for grading plans. These plans help the contractor of where the building is being placed so the grading and contouring will be done right. The building contractor would also pour the bases for the vacuum or vending islands. The only other step that the building contractors would do is the paving of the entrances and exists for the car wash.

PLUMBER

The plumber is responsible for all of your water connections. He connects the water main to the water meter, drainage into sewer drain, sewer connection from drain pits and gas connections to meter (local Gas Company your other option). The salesperson will supply the plumber with prints that show where and what he needs to plumb in the equipment room and the car wash bays. The car wash pits, floor drains, and inflammable waste traps locations are up to the car wash owner. We recommend that you ask your salesperson who he uses on his installs of existing car washes. This will insure that you get neatest and best car wash installation possible.

ELECTRICIAN

The electrician is responsible for wiring all electrical supply (high voltage) and electrical control wires (low voltage). The salesperson will supply the electrician with prints that show where and what he needs to wire in the equipment room and the car wash bays. Most car washes require a minimum 400 Amp service to the electrical panel. We recommend that you ask your salesperson who he uses on his installs of existing car washes. This will insure that you get neatest and best car wash installation possible.

HEATING CONTRACTOR

The heating contractor provides combustion air, floor heat & water heater flues (if applicable), floor heat boiler & hot water heater (if applicable), and tests and fires all heating systems. You must provide glycol for in-floor heat system, 50/50 mix, about 8 gallons per bay or .0277 gallons per foot total. We recommend that you ask your salesperson who he uses on his installs of existing car washes. This will insure that you get neatest and best car wash installation possible.

BUILDING SPECS

See specifications on bay and pit dimensions in back.

CAR WASH EQUIPMENT INSTALLATION

Once the building is set and finished the next step would be the delivery of the equipment. Once again the scheduling of everything is very important especially if you want everything to run smooth. Hydro-Spray or a distributor, depending on the area, does the installation of the car wash equipment. They install all of the equipment that has been purchased through Hydro-Spray Wash Systems Inc.

OPERATING EXPENSES

As a new car wash owner you must be aware of your operating expenses. Here is a list of common expenses: Office Expenses, Gas Utility, Electric Utility, Water Use, Water Utility, Sewer Utility, Telephone, Chemicals, Softener Salt, Repairs & Maintenance, Security, Pit Cleaning, Lot Maintenance, Rubbish Removal, Legal/ Accounting, Lease Expenses, and Insurance.

“Hydro-Spray is dedicated to the success of our customers. We feel that by educating new and existing operators prior to their initial investment. We optimize their chance of that investment being profitable. From site selection to washing their first car Hydro-Spray will be there with a solution.”

Give us a call Toll-Free at 1-800-528-5733 or
visit online at www.hydrospray.com

Self-Serve Car Wash

GENERAL PLANNING ISSUE

During a number of recent meetings on getting into the car wash business, a number of recurring questions seem to always need answering concerning the Self-Service Car Wash. The questions and answers to those follow:

1 Q. Marketing: What should I look for in a site?

A. Ideally a convenient, easily accessible site is best; located near shopping and apartments with good egress and ingress. Remember 90% of your business generally comes from a 3-mile radius. The old rule of thumb of one bay per 1500 people in your trading area is still valid.

Evaluate the zoning of the property. A great piece of property that is zoned improperly and needs to be rezoned with a special use permit may cause you more aggravation and lost time than you have.

High speeds by your entrance (over 40 MPH) can be a negative for people exiting your property. Avoid a lot where heavy traffic can back up from a traffic light and block your entrance and/or exit.

Remember – self service customers usually plan to wash their vehicle, thus a high traffic count or prime exposure are not mandatory for a good location.

2 Q. Land: How much do I need? What should I pay?

A. Normal minimum lot size is based on your project size, although you can never have enough. Lot size guidelines:

| | |
|---------------------|---------------------|
| 2 bays: 115' x 58' | 6 bays: 115' x 122' |
| 3 bays: 115' x 74' | 7 bays: 115' x 138' |
| 4 bays: 115' x 90' | 8 bays: 115' x 154' |
| 5 bays: 115' x 106' | |

Concerning cost; there are two ways to look at it:

Purchase – An average price per bay for land is \$20,000 to \$30,000. If purchasing the property assuming a projected monthly income of \$10,000, a 10-year amortization is common. Thus, you could justify a purchase price of \$180,000 (\$1,500 x 120 months).

Lease – Rule of thumb is \$200 to \$300 per bay per month net. The average formula for calculating cost of property based on projected income is 15% of the projected gross income.

Example: If wash were projected to do \$10,000 monthly, \$1,500 would be an affordable lease payment.

3 Q. Site Planning: What kind of building? How do I locate it?

A. DON'T: build a temple; it's generally an overkill that makes it tough to make money. Remember maintenance free materials are the key.

Keep an adequate turning radius on both the entrance and exit side of the wash. A vehicle leaving a wash stall needs a minimum of 20' just to make a turn. Keep enough space on the exit side for vacuum islands, for drying, and an open exit lane. Hydro-Spray will be happy to provide customized lot flow layouts as attached to this guide.

DO: Where possible, have the building parallel to the street, bays open to traffic.... Customers will use them more and feel safer.

4 Q. Building Size: How big do I go? What should I consider as far as equipment?

A. A typical self-serve bay size is 28'x15', although if you are in warm climates washing only cars and small truck, 26'x15' is okay. Automatic bay size is typically 32'x15' although 40'x15' is desirable. We recommend all ceiling heights to be 12' and minimum door openings 10'x10' up to 12'x12'. Concerning equipment rooms, the same measurement of a wash bay is fine.

Car washes that are located in the more colder climates are required to have heated floors to reduce freezing and accidents.

5 Q. Building Cost: What should I budget for my project cost?

A. Concerning the building shell, this depends on climate considerations but \$15,000 to \$20,000 should be close.

Factors such as improvements to property, i.e. landscaping, paving, sewer, and water are variable and will depend on you decision to buy or lease. Be aware that unusually high costs can occur such as excessive landfill, retaining walls or excessive permits.

Regarding the price of a finished self-service, per bay equipped should run \$35,000 to \$55,000; although, again, unusually good economics or unusual site preparation could change this to \$45,000 to \$70,000 per bay, turnkey.

6 Q. Revenues: What kind of gross income can a Hydro-Spray Self-Service Car Wash generate?

A. A recent survey completed by a national publication states an average of \$800 to \$1,400 per bay per month depending on area, however, reports from our distributors and customers show that most Hydro-Spray customers are above these averages. For planning purposes \$1,200 to \$1,700 per bay per month depending on the site is realistic. Estimated vacuum income is \$203 per month and vending income approximately \$93 per week per site. When evaluating an equipment supplier, three key variables should be considered:

- a. Length of time in the industry. This generally indicates that the company continuously builds quality, industry-accepted equipment. If this were not the case, most companies wouldn't survive
- b. Use of industry standard and recognized components
- c. System design and accessibility. Hard to reach or service components cause excessive down time for repairs.

As you might expect, these variables have a profound effect on not only your gross but your net income as well.

7 Q. Operating Cost: What does it cost to operate a Hydro-Spray Self-Serve Car Wash?

A. Hydro-Spray Self-Serve Car Washes are typical according to industry reports. On an average, variable operating costs (electricity, heat, water, sewer, labor, maintenance and repair, chemicals, insurance and miscellaneous supplies) run 35-40% of gross.

8 Q. Other Costs: What about financing? Depreciation? Tax credits?

A. Obviously there is no one right answer; however, in general 65% of gross will be available for debt service, depreciation and taxes. As far as depreciation schedules; buildings and equipment are different; therefore, what method you elect is up to good tax and accounting principles. There are a number of tax credits depending on age of an existing site and investment that may be available.

Although we have addressed and answered, in general terms, the normal questions received, we felt the following work sheet summary may be helpful for planning purposes.

Self-Serve Car Wash Itemized Cost/Revenue Data

Building a Self-Service car wash involves many items, many are very obvious, and some not. The following list is relatively complete and should be used as a guide only for planning purposes in helping you establish your profitable car wash.

Location Data:

Lot size _____ x _____ Regular ___ Irregular ___ Population 3-mile radius _____ Availability of water _____, Sewer _____, Power _____, Gas _____.

Type of local housing:

Single Family _____, Apartments _____, Shopping areas _____, Visibility of site _____, Ease of egress/ingress _____, 24-hour traffic count.

Cost Data:

1. Land cost \$ _____ / _____ bay = \$ _____ per bay; or Land rental \$ _____ mo. / _____ bay = \$ _____ per bay mo.

2. Building total square ft. _____ x \$ _____ sq. ft. = \$ _____ bldg. cost Total building cost \$ _____ / _____ bays = \$ _____ per bay.

3. Total equipment costs \$ _____ / _____ bays = \$ _____ per bay equipment.

NOTE: Equipment should include:

- a. Hot Water Heaters _____
- b. De-icing Boiler _____
- c. Pump module _____
- d. Tire cleaner/pre-soak _____
- e. Foam Brush (tri-color/standard) _____
- f. Spot free rinse _____
- g. Foam wax/Bug off _____
- h. Weep water recovery _____
- i. Vault vacuum _____
- j. Air compressor _____
- k. Vacuums _____
- l. Bill changer _____
- m. Vending units _____
- n. Signs _____
- o. Lights _____
- p. Trash receptacles _____
- q. Tools _____

Note: Should be provision made for a reclaim or water re-use system.

4. Other developmental costs, including; \$ _____
- a. Freight, delivery, erection of equipment
 - b. Start up supplies
 - c. Sales and other taxes
 - d. Permits and other fees
 - e. Architectural
 - f. Legal and accounting
 - g. Operating capital
 - h. Advertising
 - i. Electrical
 - j. Plumbing

Income Data:

1. _____ bays x _____ cycles per bay per mo. x \$ _____ per cycle = \$ _____ monthly wash income.
2. Vending income
- a. _____ Vacuums, assuming minimum of one per bay @ 15% of wash income @ \$ _____.
 - b. Vending units, including towels, scents miscellaneous chemicals @ 5% of wash income = \$ _____.
 - c. Miscellaneous vending units @ 3% of was income = \$ _____ Total monthly income = \$ _____

Expense Data:

1. Normal variable expenses include; labor, electric, gas/oil, water, sewer, chemicals, maintenance and repair, damages, miscellaneous supplies, payroll taxes, sales tax, telephone, security, trash removal, accounting, legal, etc., average 35% monthly gross income = \$ _____.
2. Fixed expenses (65% approximately left for debt service, rent, and other fixed costs).

Financial Summary:

1. Total Income = \$ _____
Less Variable Expenses..... = \$ _____
Gross Profit = \$ _____
Less Fixed Expenses = \$ _____
Estimated Net before Taxes
2. Total Investment
- a. Land \$ amount cash required \$ _____
 - b. Building \$..... amount cash required \$ _____
 - c. Equipment \$ amount cash required \$ _____
 - d. Other development cost \$ amount cash required \$ _____
- Total Cash required \$ _____

Self-Serve Car Wash Site Analysis Work Sheet

From our years of experience in operating and assisting others in successful car wash locations we have put together some basic considerations helpful in selecting your site. Although these items are important they are no guarantee to success. Good management, proper use of heat and chemicals, the proper equipment to do a consistently good job, preventative maintenance and above all good housekeeping of location and appearance are instrumental in arriving at a profitable level of car washing.

Instructions – Add up all applicable items point total. Multiply by 15 to arrive at estimated average monthly cycle count per bay. Multiply this by your price per cycle to arrive at an estimated monthly income per bay, multiply this by 1.33 for estimated total including all vending. Please note this is only an exercise to help planning and in no way is a guarantee of actual performance. (Several answers per category are possible).

Traffic Count

- 1. 1000 per 24 hours per bay..... 0
- 2. 1500 per 24 hours per bay..... 5
- 3. 2000 per 24 hours per bay..... 10
- 4. 2500 per 24 hours per bay..... 15
- 5. Tourists, vacationers..... -2

Average Speed of Traffic

- 1. Less than 35 M.P.H..... 5
- 2. Less than 45 M.P.H..... 10
- 3. More than 50 M.P.H..... -10

Access to Lot

- 1. Stop light/sign within 1 block..... 5
- 2. Divided street..... -5
- 3. Complicated entrance/exit..... -3
- 4. Corner lot..... 10
- 5. More than one entrance/exit..... 10
- 6. Upper income area..... -10

Visibility of Site

- 1. Sign visible both directions 400' 10
- 2. Sign visible both directions 250' 5
- 3. Sign visible less than 100' 0
- 4. Bays perpendicular to street..... 15
- 5. Bays parallel to street..... 0
- 6. Drive in/back out bays..... -15

Population

- 1. 1000 per bay 3 mile radius..... 0
- 2. 1500 per bay 3 mile radius..... 5
- 3. 2000 per bay 3 mile radius..... 10
- 4. 2500 per bay 3 mile radius..... 15

Population Trends

- 1. Growth area..... 5
- 2. Stable area..... 0
- 3. Declining area..... -20

Economic Trends

- 1. Apartments in area..... 3
- 2. Small single family housing..... 3
- 3. Large % of 4WD, trucks, vans..... 3
- 4. Other self-service stores in area..... 5
- 5. Middle to lower income are..... 5

General Business Factors

- 1. Operating 24 hours..... 10
- 2. Operating 12-24 hours..... 5
- 3. Operating less than 12 hours..... -10
- 4. Other self-serve in 3-mile radius..... -10
- 5. Shopping area nearby..... 10
- 6. Located near schools, colleges..... 5

Overall total: _____ x 15 = est. av. mo. cycle per bay x _____ price x 1.33 = _____ est. monthly per bay.

Although we have tried to address the majority of questions concerning this existing business there are still areas requiring the assistance of an authorized distributor. Please contact us at 1-800-528-5733.



The following lists the specifications for the Elite Pro Self-Serve System.

| Unit Dimensions | <i>Width</i> | <i>Height</i> | <i>Length</i> |
|---------------------------------|--------------|---------------|---------------|
| <i>2-5 Bay with Panel</i> | 73" | 77.25" | 35.5" |
| <i>6 Bay with Panel</i> | 85" | 77.25" | 35.5" |

| Bay Size Dimensions (Self Serve) | <i>Width</i> | <i>Height</i> | <i>Length</i> |
|---|--------------|---------------|---------------|
| <i>Minimum</i> | 14' | 10' | 24' |
| <i>Recommended or New Construction</i> | 15' | 12' | 28' |

| | |
|---------------------------------|---|
| Water Requirements | 1" Water Line delivering 40 GPM @ 60 PSI |
| Air Requirements | 5.7 CFM |
| Electrical | 208/230 V 3 Phase 20 Amps per Bay 208/230 V 1 Phase per System |



In-Bay Automatic

Adding into a site

1 Q. Why should I invest in a Touch Free Automatic?

A. Touchfree Automatic provides a convenient alternative to the self-service which is compatible in the ending result. It also provides a means for additional income to a different group of the high-pressure market. Not only are Touchfree rollovers similar in wash style to the self-service public demand is growing toward wash processes that don't touch the car.

2 Q. Marketing: What should I look for in a site?

A. As with the self-service equipment the site criteria would be very similar. One exception however, would be the visibility of the site. Since a touchfree car wash would be considered an Classic or Rainmaker purchase, because you don't need to be dressed for it, this expands your site possibilities. Besides being installed in a self-service wash stall, touchfree washes are continuously replacing brush washes at gas and convenience store locations.

Demographic information is useful to help verify the profile of the typical automatic user. Usually, they are female, elderly, and business professional. As you would expect choosing a site that would be close to a grocery store, shopping center, business office centers, or neighborhoods with demographics of older people would be best. However, with the convenience revolution in our country, gas and convenience store sites are drawing customers who use touchfree rollovers because they are not only convenient, but inexpensive enough to wash more frequently as they fill up with gas.

The rule of thumb of one bay of automatic is 3,000 to 5,000 people in your trading area.

3 Q. Site Planning: What size lot do I need? What kind of building is best?

A. The lot size is typically similar to the lot size guidelines found in the self-service section. The automatic bay however is typically longer, and longer still if a drive through dryer is added. A typical bay size would be 35' by 15'. Although, if adding a drive-through dryer or on-board dryer, it's common to find 40' by 15' bays.

Touch free rollover automatics typically require an equipment room for the pumping assembly, water heater, and water conditioning equipment. It is recommended you consult your manufacturer for specific requirements for the unit that you have selected.

Since your car wash structure is designed to be permanent, the recommended building materials are:

- a. Brick
- b. Ceramic face block
- c. Decorative split face block
- d. Finished polymer encasement

Because of the chemicals used in the car wash environment, painted walls are normally not recommended. The hardest to clean and maintain and the least durable are metal walls. Painted steel panels are the most commonly used roof materials. Materials should be rustproof. If available, pre-stressed concrete slabs are a good roof material option. All roof structures should include a decorative fascia or backlit awning, which doubles as signage.

Car washes that are located in the more colder climates are required to have heated floors, to reside freezing and accidents.

4 Q. Building Cost: What should I budget for my project cost?

A. Regarding the price of a finished touchfree automatic bay, it should run \$125,000 to \$175,000. Additional depending on bay length, which is determined by options such as dryers, reclaim, building heat or doors. This would include electrical and plumbing. This price is typical of a structure which is 27' W x 50' L.

5 Q. Revenues: What kind of gross revenue can the addition of a touchfree automatic generate?

A. A recent survey completed by a national publication states an average of \$6,129.00 per month depending on area. This is for a high pressure automatic installed in a self-service site.

The installation of a high pressure automatic in a gas station or convenience store location will have a further effect on income per month due to the high wash volumes, which vary from 2,000 to 5,000 vehicles per month. The average revenue per car was reported to be \$7.00 while the basic wash price revenue was \$5.00; a wash with wax \$6.00 and best selling package \$7.00. The average operating expense per car wash is \$1.65.

6 Q. Merchandising: Do I need to promote the automatic bay more than my self service operation?

A. There definitely should be a considerable amount more advertising done for an automatic. The most common promotion being a discount coupon. Use of a coupon will vary depending on the install site and availability of an attendant. Some coupons or tokens can be inserted directly into the auto cashier. Other promotional options include customer loyalty cards that also are acceptable through the auto cashier as well as most nationally accredited credit cards. Other promotions require an attendant. If your site merchandises gas, there are multiple opportunities to cross merchandise your services as well. Hydro-Spray has many effective merchandise aides to assist marketers in gaining the most Classic or Rainmaker car wash business they can.

7 Q. Other Costs: What about financing?

A. There is no one perfect way to finance your investment. That decision is one you and your investment advisor need to consider. Hydro-Spray will assist you in your planning stages to provide you with the necessary information to make that decision.

An option available through Hydro-Spray other than the conventional bank-financing route is lease/financing. There are many good reasons as to why this could be a perfect fit for a new touchfree automatic. The biggest benefit would be the small out-of-pocket expense you would have at the start. A typical lease/financing option will have a predetermined buyout rate at the end of the financing term that is typically a dollar. Please feel free to contact us for a free brochure/flyer on leasing and the programs available on both the building and equipment lease/financing through Hydro-Spray Wash Systems Inc. and its distributor partners.

Touchfree Automatic Site Analysis Work Sheet

With many years of experience in operating and assisting others in successful car wash locations we have put together some of the basic considerations helpful in selecting a suitable automatic site. Even though these considerations are important, they are no guarantee to success. Good management, the proper use of chemicals and heat, hot water, the proper equipment to do a consistent job, preventative maintenance and aesthetic upkeep of appearance are instrumental in arriving at a profitable level of car washing.

Instructions – Add up all applicable items point total. Keep in mind some sites may have multiple factors that may impact the viability of your site selection. The closer to 100 your site score is, the more desirable the property and should equal the average revenue for a similar site in your region.

Please note this is only an exercise to help in your pre-planning and in no way is a guarantee of actual performance.

(Several answers per category are possible).

Traffic Count

- 1. Less than 5,000 per 24 hours..... -3
- 2. 5,000 – 7,500 per 24 hours..... +2
- 3. 7,500 – 10,000 per 24 hours..... +5
- 4. 10,000 + per 24 hours..... +10
- 5. Local traffic..... +3
- 6. Commuter, tourist, vacationer traffic..... -2

Average Speed of Traffic

- 1. Less than 30 mph..... +5
- 2. 30 – 35 mph..... +3
- 3. 35 – 40 mph..... +2
- 4. 40 – 45 mph..... -2
- 5. More than 50 mph..... -5
- 8. Upper middle income area..... +5

Property Viability

- 1. Stop light/sign within 1 block..... +5
- 2. Divided streets..... -5
- 3. Complicated entrance/exit or 1-ways..... -3
- 4. Corner with more than one entrance/exit..... +5
- 5. Mid street location (one entrance/exit)..... +2
- 6. Mid street location (two separate entrance/exit)..... +3

Site Exposure

- 1. Sign visible both directions from 400ft..... +10
- 2. Sign visible both directions from 200ft..... +5
- 3. No street sign. Building sign only..... +2
- 4. Wash visible from street..... +3
- 5. Wash not visible from street..... -3

Regional Climatic Factors

- 1. Air pollution or smog..... +2
- 2. Coastal salt/excess humidity..... +5
- 3. High humidity in summer (non-coastal)..... +5
- 4. Seasonal snow storms or lake effect..... +5
- 5. Seasonal rain..... -2

Population

- 1. Less than 5,000 within 2 miles radius -2
- 2. Less than 5,000 within 3 mile radius..... -3
- 3. Over 5,000 within 2 mile radius..... +5
- 4. Over 5,000 but less than 7,500 in 3 mile radius..... +3

Economic Trends

- 1. Growth area..... +5
- 2. Stable area..... +2
- 3. Declining..... -5
- 4. Predominantly commercial area..... -5
- 5. Apartments or condos in area..... +2
- 6. Single family dwellings in area..... +3
- 7. Low income area..... -3

Operating Region (see map)

- 1. New England region..... +5
- 2. Northeast region..... -2
- 3. Southeast region..... +10
- 4. Southwest region..... +10
- 5. West Central region..... +2
- 6. Midwest region..... +2
- 7. West Coast region..... +10

General Business Factors

- 1. Operating 24 hours..... +5
- 2. Operating less than 24 hours but more than 12..... +2
- 3. Operating less than 12 hours..... -2
- 4. Owner manager..... +5
- 5. Gas and/or convenience store adjacent..... +10
- 6. Local shopping/strip mall nearby..... +5
- 7. Major Chain restaurant/fast food nearby..... +5
- 8. Office park nearby..... +3
- 9. Schools or college nearby..... +5
- 10. Other competition within 1 mile..... -2

Although we have tried to address the majority of questions surrounding this exciting business opportunity, there are still areas that require the expertise and assistance of an Hydro-Spray recognized distributor. Please contact us at 1-800-528-5733.



The following lists the specifications for the Classic Touchfree Automatic.

| Bay Size Dimensions | Width | Height | Length |
|--|--------------|---------------|--|
| <i>Wash Height/ Max Vehicle Height (6')</i> | 14' | 10' 7" | 26' |
| <i>Wash Height/ Max Vehicle Height (6' 6")</i> | 14' | 11' | 26' |
| <i>Wash Height/ Max Vehicle Height (7')</i> | 14' | 11' 7" | 26' |
| <i>New Construction Bay Length</i> | | | 28' 8" |
| Maximum Vehicle Length @ 22' Track | | | 20' |
| Maximum Vehicle Length @ 22' 8" Track | | | 20' 8" |
| Cycle Time | | | 25 Seconds |
| Water Requirements | | | 1" Water Line Delivering 35 GPM @ 60 PSI |
| Air Requirements | | | 7.5 CFM |
| Electrical | | | 208-230 V 3 Phase Panel |
| <i>Without Dryer</i> | | | 100 Amp Breaker for Machine |
| <i>With Dryer</i> | | | 100 Amp Breaker for Machine Individual Breaker for Each Dryer Motor (30 AMP Breaker for 10 HP Motor) (50 AMP Breaker for 15 HP Motor) |
| LP Stand Footprint | | | 24" 30" |
| LP Stand Electrical | | | 208/230 V 3 Phase 20 Amp Breaker |
| LP Stand Water Requirements | | | 3/4" Water Line Delivering at 60 PSI |



The following lists the specifications for the Rainmaker Touchfree In-Bay Automatic

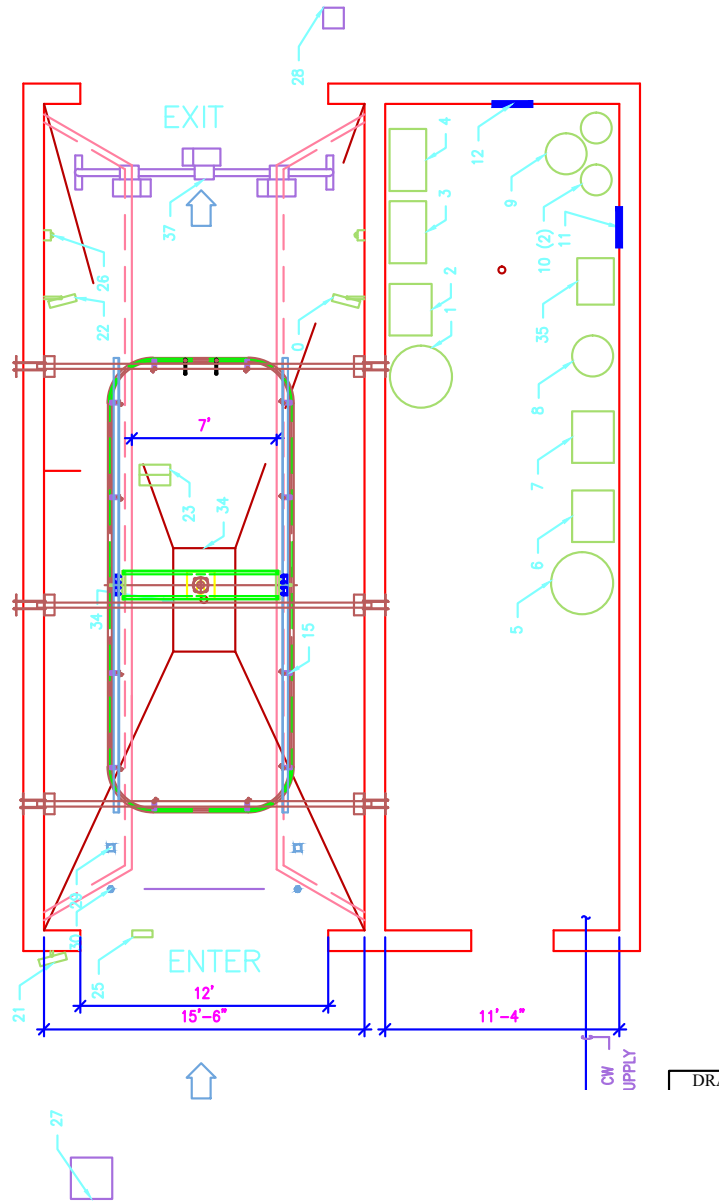
**Standard Install Kit Requires Masonry Walls.
Internet Ready. Call 1-800-528-5733 for Setup Procedure.
Blowdown is Standard on all Equipment. For use with Doors Only.**

| Bay Size Dimensions | <i>Width</i> | <i>Height</i> | <i>Length</i> |
|---|---|---------------|---------------|
| <i>Minimum</i> | 14' 8" | 10' 7" | 26' |
| <i>Minimum w/o Tire Applicator/Dryer</i> | 14' 8" | 10' 7" | 30' |
| <i>Minimum w/ Tire Applicator/ No Dryer</i> | 14' 8" | 10' 7" | 32' |
| <i>Minimum w/ Tire Applicator/Dryer</i> | 14' 8" | 10' 7" | 38' |
| <i>Recommended/New Construction</i> | 15' 6" | 11' 6" | 40' |
| Maximum Vehicle Length @ 24' Track | 22' | | |
| Maximum Vehicle Height @ 11' 6" Bay Height | 7' 2" | | |
| Cycle Time | 25 Seconds | | |
| Water Requirements | 2" Water Line Delivering 40 GPM @ 60 PSI | | |
| Air Requirements | 7.5 CFM | | |
| Electrical | 208/230 V 3 Phase Panel | | |
| <i>Without Dryer</i> | <i>100 Amp Breaker for Machine 30 Amp Breaker for Control Equipment</i> | | |
| <i>With Dryer</i> | <i>100 Amp Breaker for Machine 30 Amp Breaker for Control Equipment Individual Breaker for Each Dryer Motor (30 AMP Breaker for 10 HP Motor) (50 AMP Breaker for 15 HP Motor)</i> | | |
| HP Pump Stand Footprint | 36" X 36" | | |
| LP Stand Footprint | 24" X 30" | | |
| LP Stand Electrical | 208/230 V 3 Phase 20 Amp Breaker | | |
| LP Stand Water Requirements | 3/4" Water Line Delivering at 60 PSI | | |



KONDOR®

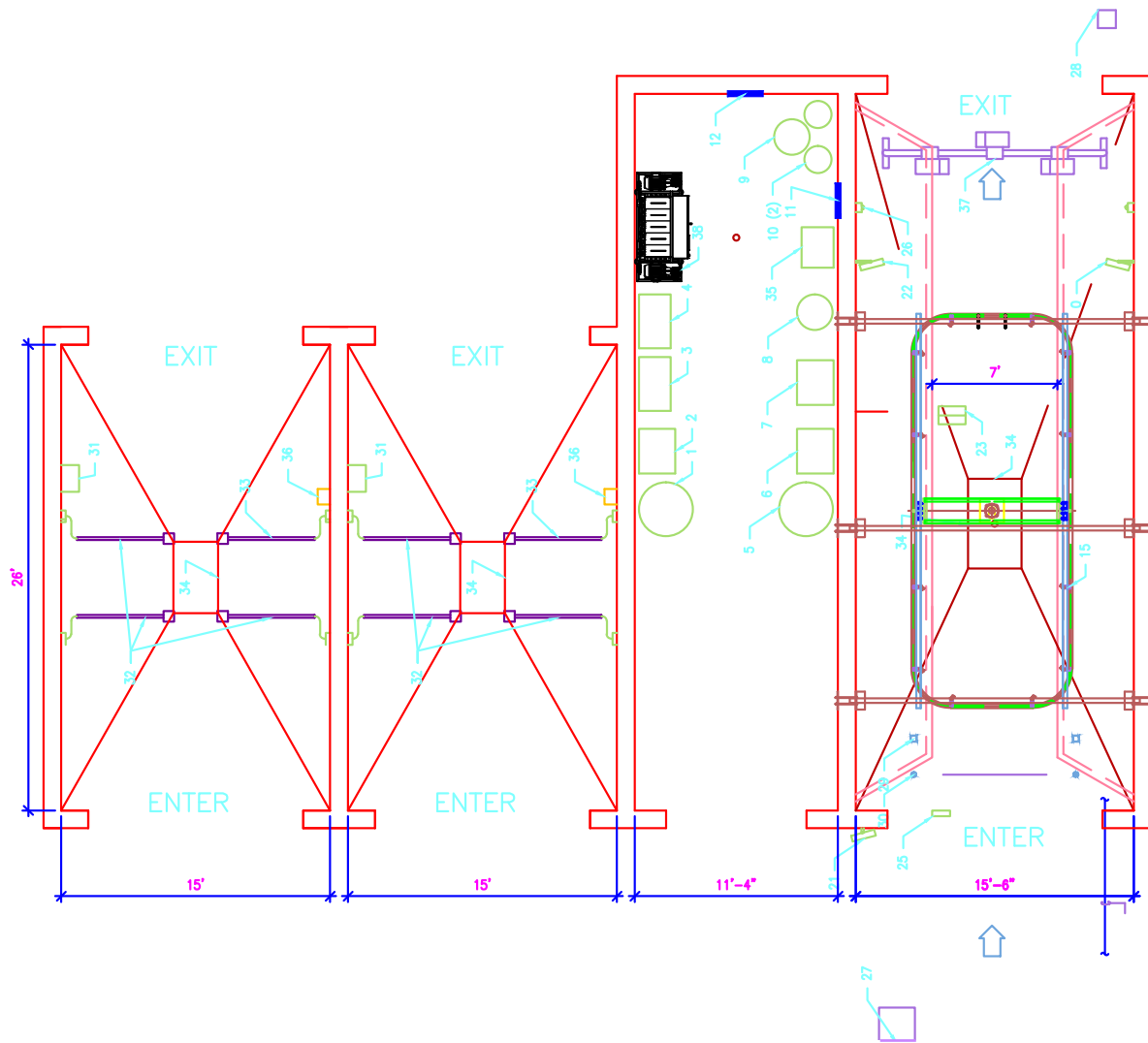




| # | DESCRIPTION | SUPPLIED BY | INSTALLED BY | PLUMBED BY | WIRED BY |
|----|----------------------------------|-------------|--------------|------------|----------|
| 0 | FUNCTION SIGN | HS | DIST | N/A | DIST |
| 1 | SPOT FREE WATER STORAGE TANK | HS | DIST | DIST | N/A |
| 2 | R.O. DELIVERY PUMP | HS | DIST | DIST | CONI |
| 3 | BAY #1 AUTOMATIC SYSTEM | HS | DIST | DIST | DIST |
| 4 | LOW PRESSURE INJECTION SYSTEM | HS | DIST | DIST | DIST |
| 5 | AIR COMPRESSOR | HS | CONI | CONI | CONI |
| 6 | FLOOR HEAT BOILER | HS | CONI | CONI | CONI |
| 7 | WATER BOILER | HS | CONI | CONI | CONI |
| 8 | HOT WATER STORAGE TANK | HS | CONI | CONI | CONI |
| 9 | BRINE TANK | HS | DIST | DIST | N/A |
| 10 | WATER SOFTENER TANK | HS | CONI | CONI | N/A |
| 11 | DRYER CONTROL CABINET | HS | CONI | N/A | CONI |
| 12 | CLASSIC LOW VOLTAGE PANEL | HS | CONI | N/A | CONI |
| 13 | LAP SWITCH | HS | HS | HS | HS |
| 21 | AUTO ENTRY SIGN | HS | DIST | N/A | CONI |
| 22 | AUTO DRIVE/REVS/STOP SIGN | HS | DIST | N/A | CONI |
| 23 | AUTO DRIVE/REVS/STOP TREADLE MAT | HS | DIST | N/A | DIST |
| 25 | AUTO ENTRY TREADLE MAT | HS | DIST | N/A | DIST |
| 26 | AUTO DRYER EYES | HS | DIST | N/A | DIST |
| 27 | PAY STATION/VENDING UNIT | HS | DIST | N/A | CONI |
| 28 | COUNTDOWN TIMER | HS | DIST | N/A | CONI |
| 29 | FIRE CHEMICAL APPLICATOR | HS | DIST | DIST | N/A |
| 30 | WHEEL AND ROCKER BLASTER | HS | DIST | DIST | N/A |
| 31 | 3XS34 PPT WITH DRAIN | HS | CONI | CONI | N/A |
| 33 | SPOT FREE SYSTEM | HS | DIST | DIST | DIST |
| 37 | AUTOMATIC DRYER | HS | DIST | N/A | CONI |

| LEGEND | |
|--------|----------------|
| HS | HYDRO-SPRAY |
| CONI | CONTRACTOR |
| DIST | DISTRIBUTOR |
| N/A | NOT APPLICABLE |

| | |
|---|--|
| DRAWING | THESE DRAWINGS CONTAIN CONFIDENTIAL AND PROPRIETARY INFORMATION. NOT TO BE DUPLICATED AND ARE THE PROPERTY OF: HYDRO-SPRAY |
| TYPICAL CLASSIC SINGLE BAY LAYOUT | DATE: 6/7/11 |
| MANUFACTURER/BUILDER | SCALE: NTS |
| HYDRO-SPRAY INC. 511 SPRUCE STREET CLEARFIELD, PA 16830 PH. 814-765-9097 FAX 888-223-4835 | DRAWING NUMBER: 1 OF 1 |

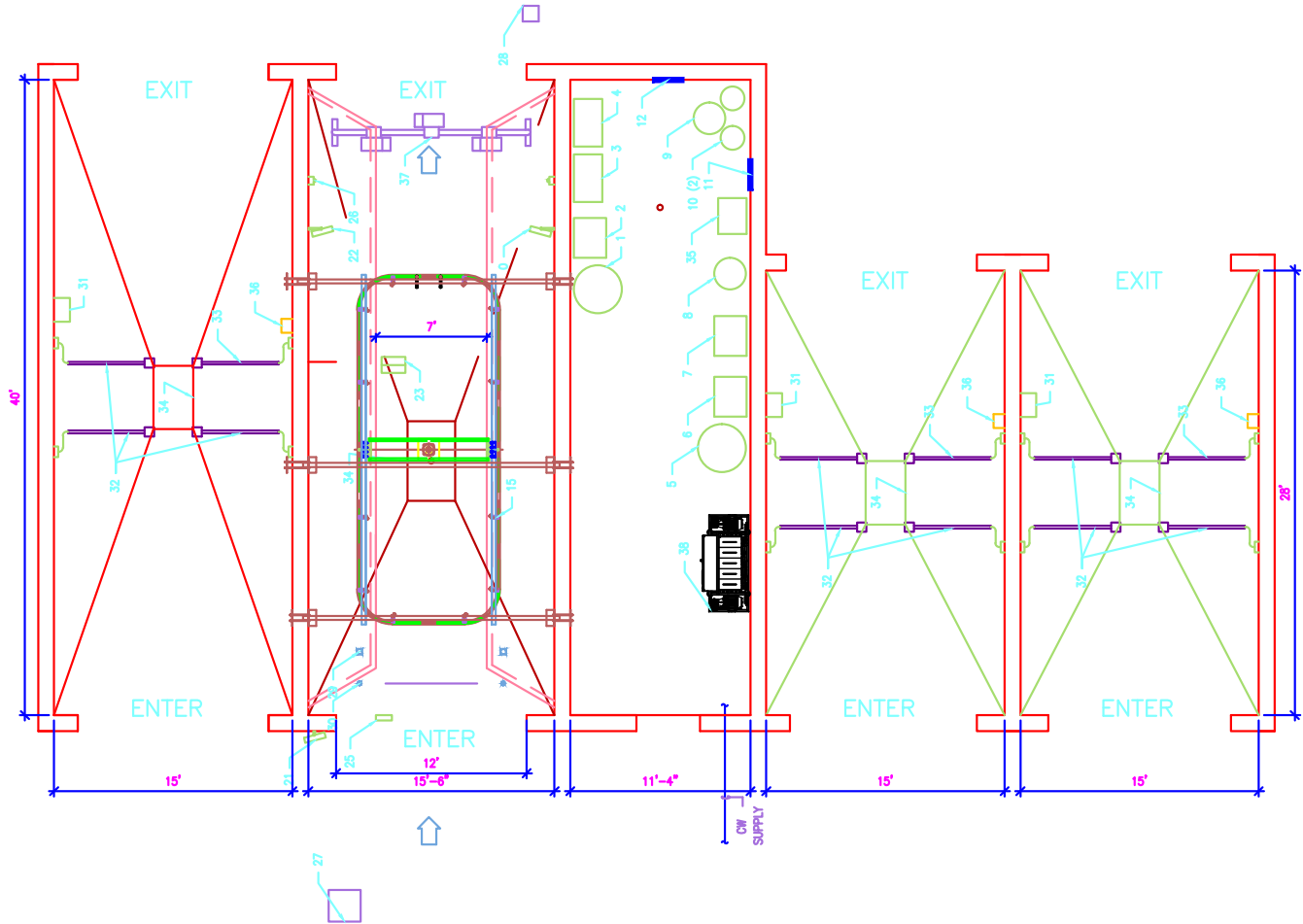


| # | DESCRIPTION | SUPPLIED BY | INSTALLED BY | PLUMBED BY | WIRED BY |
|----|-------------------------------|-------------|--------------|------------|----------|
| 0 | FUNCTION SIGN | HS | DIST | N/A | DIST |
| 1 | SPOT FREE WATER STORAGE TANK | HS | DIST | DIST | N/A |
| 2 | R.O. DELIVERY PUMP | HS | DIST | DIST | CONT |
| 3 | BAY #1 AUTOMATIC SYSTEM | HS | DIST | DIST | DIST |
| 4 | LOW PRESSURE INJECTION SYSTEM | HS | DIST | DIST | DIST |
| 5 | AIR COMPRESSOR | HS | CONT | CONT | CONT |
| 6 | FLOOR HEAT BOILER | HS | CONT | CONT | CONT |
| 7 | WATER BOILER | HS | CONT | CONT | CONT |
| 8 | HOT WATER STORAGE TANK | HS | CONT | CONT | CONT |
| 9 | BRINE TANK | HS | DIST | N/A | N/A |
| 10 | WATER SOFTENER TANK | HS | CONT | CONT | N/A |
| 11 | DRYER CONTROL CABINET | HS | CONT | N/A | CONT |
| 12 | CLASSIC LOW VOLTAGE CABINET | HS | DIST | N/A | DIST |
| 15 | LAMP SWITCH | HS | HS | N/A | HS |
| 21 | AUTO ENTRY SIGN | HS | DIST | N/A | CONT |
| 22 | AUTO DRIVE/REV/STOP SIGN | HS | DIST | N/A | CONT |
| 23 | AUTO DRIVE/REV/STOP TREADLE | HS | DIST | N/A | DIST |
| 24 | MAT | HS | DIST | N/A | DIST |
| 25 | AUTO ENTRY TREADLE MAT | HS | DIST | N/A | DIST |
| 26 | AUTO DRYER EYES | HS | DIST | N/A | DIST |
| 27 | PAY STATION/VENDING UNIT | HS | DIST | N/A | CONT |
| 28 | COUNTDOWN TIMER | HS | DIST | N/A | CONT |
| 29 | TRUCK CHEMICAL APPLICATOR | HS | DIST | DIST | N/A |
| 30 | WHEEL AND ROCKER BLASTER | HS | DIST | DIST | N/A |
| 31 | METERBOX/COIN VAULT | HS | DIST | N/A | DIST |
| 32 | Z-BOOM | HS | DIST | DIST | N/A |
| 33 | DRYER Z-BOOM | HS | DIST | DIST | DIST |
| 34 | 3" X 3" PIT WITH DRAIN | HS | CONT | CONT | N/A |
| 35 | SPOT FREE SYSTEM | HS | DIST | DIST | DIST |
| 36 | DRYER CONTROL CABINET | HS | DIST | N/A | DIST |
| 37 | AUTOMATIC DRYER | HS | DIST | N/A | CONT |
| 38 | ELITE SELF-SERVE SYSTEM | HS | DIST | DIST | DIST |

| LEGEND | |
|--------|----------------|
| HS | HYDRO-SPRAY |
| CONT | CONTRACTOR |
| DIST | DISTRIBUTOR |
| N/A | NOT APPLICABLE |



| | | |
|---|--|---|
| DRAWING | | THESE DRAWINGS CONTAIN CONFIDENTIAL AND PROPRIETARY INFORMATION NOT TO BE DUPLICATED AND ARE THE PROPERTY OF: HYDRO-SPRAY |
| 1 CLASSIC 2 ELITE S.S. EQUIPMENT BAY LAYOUT | | |
| MANUFACTURER/BUILDER | | DATE |
| HYDRO-SPRAY INC. | | 6/7/11 |
| 511 SPRUCE STREET | | SCALE |
| CLEARFIELD, PA 16830 | | NTS |
| PH. 814-765-9097 FAX 888-223-4835 | | DRAWING NUMBER |
| | | 1 OF 1 |



ELITE Series
Self Serve Systems

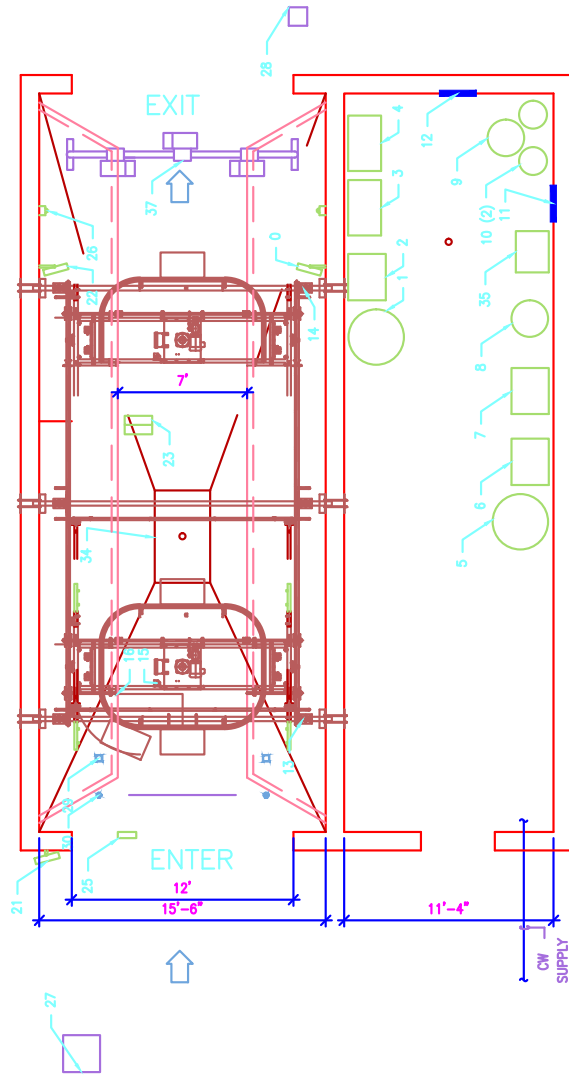
OR **ELITE PRO**
Self Serve Systems

Classic
Touch Free Automatics

| # | DESCRIPTION | SUPPLIED BY | INSTALLED BY | PLUMBED BY | WIRED BY |
|----|-----------------------------------|-------------|--------------|------------|----------|
| 0 | FUNCTION SIGN | HS | DIST | N/A | DIST |
| 1 | SPOT FREE WATER STORAGE TANK | HS | DIST | DIST | N/A |
| 2 | R.O. DELIVERY PUMP | HS | DIST | DIST | CONT |
| 3 | BAY #1 AUTOMATIC SYSTEM | HS | DIST | DIST | DIST |
| 4 | LOW PRESSURE INJECTION SYSTEM | HS | DIST | DIST | DIST |
| 5 | AIR COMPRESSOR | HS | CONT | CONT | CONT |
| 6 | FLOOR HEAT BOILER | HS | CONT | CONT | CONT |
| 7 | WATER BOILER | HS | CONT | CONT | CONT |
| 8 | HOT WATER STORAGE TANK | HS | CONT | CONT | CONT |
| 9 | BRINE TANK | HS | DIST | DIST | N/A |
| 10 | WATER SOFTENER TANK | HS | CONT | CONT | N/A |
| 11 | DRYER CONTROL CABINET | HS | CONT | N/A | CONT |
| 12 | CLASSIC LOW VOLTAGE CABINET | HS | DIST | N/A | DIST |
| 15 | LAP SWITCH | HS | HS | N/A | HS |
| 21 | AUTO ENTRY SIGN | HS | DIST | N/A | CONT |
| 22 | AUTO DRIVER/REVS/STOP SIGN | HS | DIST | N/A | CONT |
| 23 | AUTO DRIVER/REVS/STOP TREADLE MAT | HS | DIST | N/A | DIST |
| 26 | AUTO ENTRY TREADLE MAT | HS | DIST | N/A | DIST |
| 27 | AUTO DRYER EYES | HS | DIST | N/A | DIST |
| 28 | PAY STATION/VENDING UNIT | HS | DIST | N/A | CONT |
| 30 | COIN DOWN TIMER | HS | DIST | N/A | CONT |
| 31 | TIRE CHEMICAL APPLICATOR | HS | DIST | DIST | N/A |
| 32 | WHEEL AND ROCKER BLASTER | HS | DIST | DIST | N/A |
| 34 | METERBOX/COIN VAULT | HS | DIST | N/A | DIST |
| 35 | Z-BROOM | HS | DIST | DIST | N/A |
| 36 | DRYER Z-BROOM | HS | DIST | DIST | DIST |
| 37 | 3'X5'X4' PIT WITH DRAIN | HS | CONT | CONT | N/A |
| 38 | SPOT FREE SYSTEM | HS | DIST | DIST | CONT |
| 39 | DRYER CONTROL CABINET | HS | DIST | N/A | DIST |
| 39 | AUTO MATH DRYER | HS | DIST | N/A | CONT |
| 39 | ELITE SELF-SERVE SYSTEM | HS | DIST | DIST | DIST |

| LEGEND | |
|--------|----------------|
| HS | HYDRO-SPRAY |
| CONT | CONTRACTOR |
| DIST | DISTRIBUTOR |
| N/A | NOT APPLICABLE |

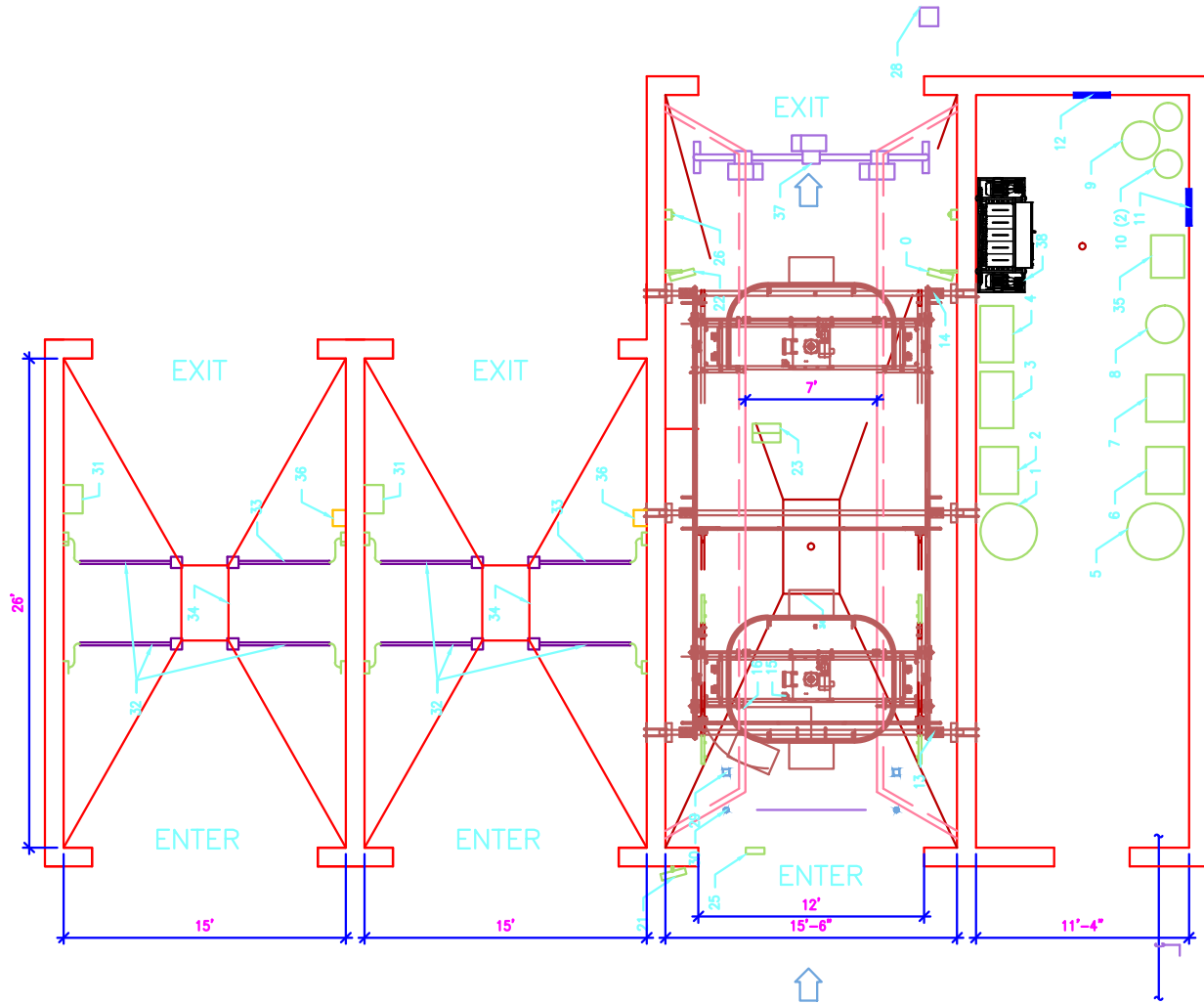
| | |
|---|--|
| DRAWING 1 CLASSIC, 3 ELITE S.S. EQUIPMENT LAYOUT MANUFACTURER/BUILDER HYDRO-SPRAY INC. 511 SPRUCE STREET CLEARFIELD, PA 16830 PH. 814-765-9097 FAX 888-223-4835 | THESE DRAWINGS CONTAIN CONFIDENTIAL AND PROPRIETARY INFORMATION NOT TO BE DUPLICATED AND ARE THE PROPERTY OF: HYDRO-SPRAY DATE: 6/7/11 SCALE: NTS DRAWING NUMBER: 1 OF 1 |
|---|--|



| # | DESCRIPTION | SUPPLIED BY | INSTALLED BY | PLUMBED BY | WIRED BY |
|----|---------------------------------|-------------|--------------|------------|----------|
| 0 | FUNCTION SIGN | HS | DIST | N/A | DIST |
| 1 | SPOT FREE WATER STORAGE TANK | HS | DIST | DIST | N/A |
| 2 | R.O. DELIVERY PUMP | HS | DIST | DIST | CONT |
| 3 | BAY #1 AUTOMATIC SYSTEM | HS | DIST | DIST | DIST |
| 4 | LOW PRESSURE INJECTION SYSTEM | HS | DIST | DIST | DIST |
| 5 | AIR COMPRESSOR | HS | CONJ | CONJ | CONJ |
| 6 | FLOOR HEAT BOILER | HS | CONJ | CONJ | CONJ |
| 7 | WATER BOILER | HS | CONJ | CONJ | CONJ |
| 8 | HOT WATER STORAGE TANK | HS | CONJ | CONJ | CONJ |
| 9 | BRINE TANK | HS | DIST | DIST | N/A |
| 10 | WATER SOFTENER TANK | HS | CONJ | CONJ | N/A |
| 11 | DRYER CONTROL CABINET | HS | CONJ | N/A | CONJ |
| 12 | RAINMAKER LOW VOLTAGE CABINET | HS | DIST | N/A | DIST |
| 13 | REAR LIMIT | HS | HS | N/A | HS |
| 14 | FRONT LIMIT | HS | HS | N/A | HS |
| 15 | LAP SWITCH | HS | HS | N/A | HS |
| 16 | ESC ORDER | HS | HS | N/A | HS |
| 17 | PHOTO EYE 1 FRONT | HS | HS | N/A | HS |
| 18 | PHOTO EYE 2 FRONT | HS | HS | N/A | HS |
| 19 | PHOTO EYE 1 REAR | HS | HS | N/A | HS |
| 20 | PHOTO EYE 2 REAR | HS | HS | N/A | HS |
| 21 | AUTO ENTRY SIGN | HS | DIST | N/A | CONT |
| 22 | AUTO DRIVE/REVS TOP SIGN | HS | DIST | N/A | CONT |
| 23 | AUTO DRIVE/REVS TOP TREADLE MAT | HS | DIST | N/A | DIST |
| 24 | AUTO ENTRY TREADLE MAT | HS | DIST | N/A | DIST |
| 25 | AUTO DRYER EYES | HS | DIST | N/A | DIST |
| 26 | PAY STATION VENDING UNIT | HS | DIST | N/A | CONT |
| 27 | COUNTDOWN TIMER | HS | DIST | N/A | CONJ |
| 28 | TIRE CHEMICAL APPLICATOR | HS | DIST | DIST | N/A |
| 29 | WHEEL AND ROCKER BLASTER | HS | DIST | DIST | N/A |
| 30 | METERBOX/CON VAULT | HS | DIST | N/A | DIST |
| 31 | Z-BOOM | HS | DIST | DIST | N/A |
| 32 | DRYER Z-BOOM | HS | DIST | DIST | DIST |
| 33 | 3'X5'X4' PIT WITH DRAIN | HS | CONJ | CONJ | N/A |
| 34 | SPOT FREE SYSTEM | HS | DIST | DIST | DIST |
| 35 | DRYER CABINET | HS | DIST | N/A | CONJ |
| 36 | AUTOMATIC DRYER | HS | DIST | N/A | CONJ |

| LEGEND | |
|--------|----------------|
| HS | HYDRO-SPRAY |
| CONT | CONTRACTOR |
| DIST | DISTRIBUTOR |
| N/A | NOT APPLICABLE |

| | |
|--|---|
| DRAWING | THESE DRAWINGS CONTAIN CONFIDENTIAL AND PROPRIETARY INFORMATION NOT TO BE DUPLICATED AND ARE THE PROPERTY OF: |
| TYPICAL RAINMAKER SINGLE BAY LAYOUT | HYDRO-SPRAY |
| MANUFACTURER/BUILDER | DATE |
| HYDRO-SPRAY INC. | 6/7/11 |
| 511 SPRUCE STREET | SCALE |
| CLEARFIELD, PA 16830 | NTS |
| PH. 814-765-9097 FAX 888-223-4835 | DRAWING NUMBER |
| | 1 OF 1 |

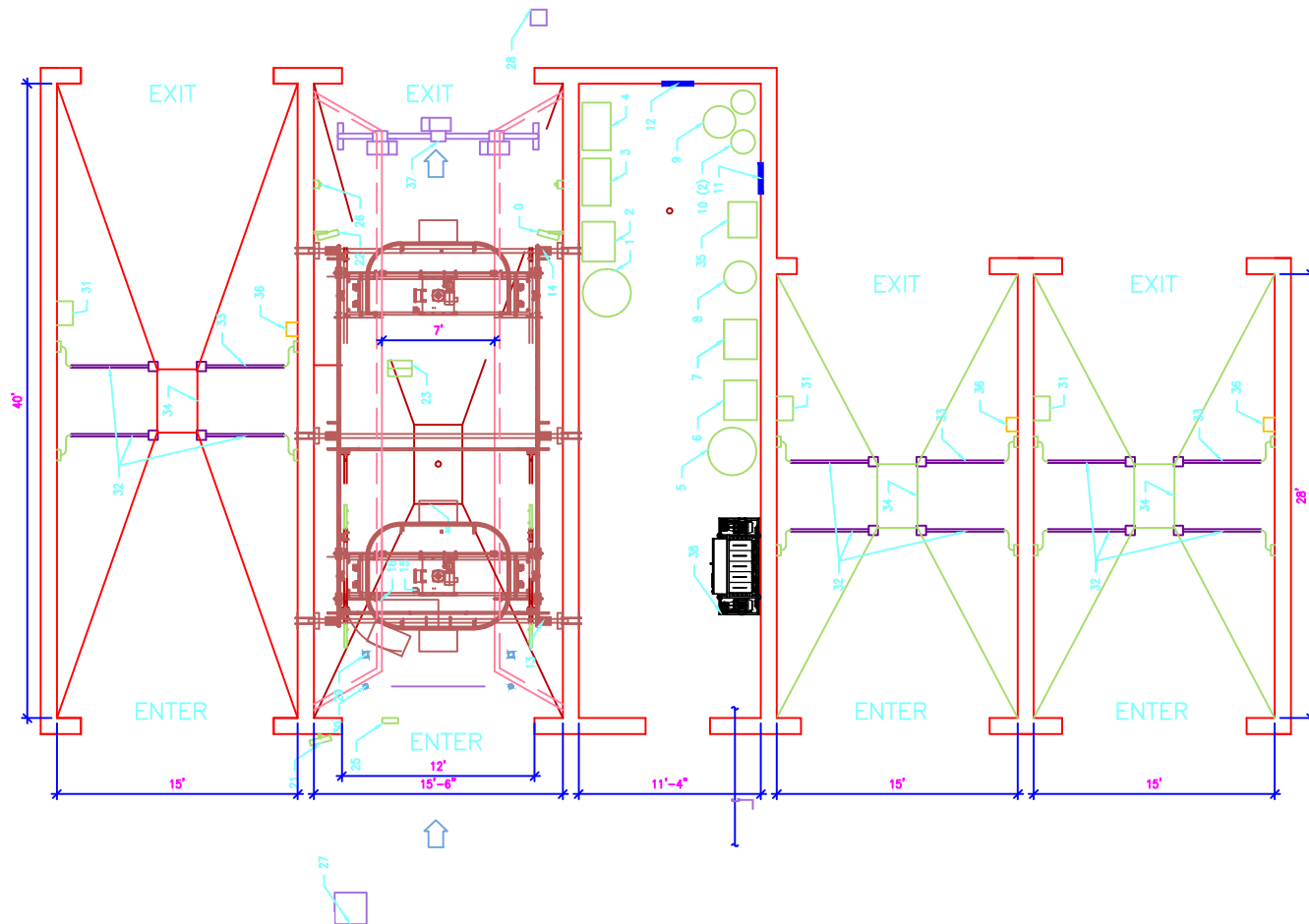


| # | DESCRIPTION | SUPPLIED BY | INSTALLED BY | PLUMBED BY | WIRED BY |
|----|--------------------------------|-------------|--------------|------------|----------|
| 0 | FUNCTION SIGN | HS | DIST | N/A | DIST |
| 1 | SPOT FREE WATER STORAGE TANK | HS | DIST | DIST | N/A |
| 2 | R.O. DELIVERY PUMP | HS | DIST | DIST | CONT |
| 3 | BAY #1 AUTOMATIC SYSTEM | HS | DIST | DIST | DIST |
| 4 | LOW PRESSURE INJECTION SYSTEM | HS | DIST | DIST | DIST |
| 5 | AIR COMPRESSOR | HS | CONT | CONT | CONT |
| 6 | FLOOR HEAT BOILER | HS | CONT | CONT | CONT |
| 7 | WATER BOILER | HS | CONT | CONT | CONT |
| 8 | HOT WATER STORAGE TANK | HS | CONT | CONT | CONT |
| 9 | BRINE TANK | HS | DIST | DIST | N/A |
| 10 | WATER SOFTENER TANK | HS | CONT | N/A | CONT |
| 11 | DRYER CONTROL CABINET | HS | CONT | N/A | CONT |
| 12 | RAINMAKER LOW VOLTAGE CABINET | HS | DIST | N/A | DIST |
| 13 | REAR LIMIT | HS | HS | N/A | HS |
| 14 | FRONT LIMIT | HS | HS | N/A | HS |
| 15 | LAP SWITCH | HS | HS | N/A | HS |
| 16 | ENCODER | HS | HS | N/A | HS |
| 17 | PHOTO EYE 1 FRONT | HS | HS | N/A | HS |
| 18 | PHOTO EYE 1 REAR | HS | HS | N/A | HS |
| 19 | PHOTO EYE 2 FRONT | HS | HS | N/A | HS |
| 20 | PHOTO EYE 2 REAR | HS | HS | N/A | HS |
| 21 | AUTO ENTRY SIGN | HS | DIST | N/A | CONT |
| 22 | AUTO DRIVE/REVERSE SIGN | HS | DIST | N/A | CONT |
| 23 | AUTO DRIVE/REVERSE TREADLE MAT | HS | DIST | N/A | DIST |
| 24 | AUTO ENTRY TREADLE MAT | HS | DIST | N/A | DIST |
| 25 | AUTO DRYER EYES | HS | DIST | N/A | DIST |
| 26 | PAY STATION VENDING UNIT | HS | DIST | N/A | CONT |
| 27 | COIN DOWN TIMER | HS | DIST | N/A | HS |
| 28 | TIRE CHEMICAL APPLICATOR | HS | DIST | DIST | N/A |
| 29 | WHEEL AND ROCKER BLEASTER | HS | DIST | DIST | N/A |
| 30 | METER BOX COIN VAULT | HS | DIST | N/A | DIST |
| 31 | 2 ROOM | HS | DIST | DIST | DIST |
| 32 | DRYER Z-BOOM | HS | DIST | DIST | DIST |
| 33 | 3'X3'X4" PIT WITH DRAIN | HS | CONT | CONT | N/A |
| 34 | SPOT FREE SYSTEM | HS | DIST | DIST | DIST |
| 35 | DRYER CABINET | HS | DIST | N/A | CONT |
| 36 | AUTOMATIC DRYER | HS | DIST | N/A | CONT |
| 37 | ELITE SELF SERVE SYSTEM | HS | DIST | DIST | DIST |

| LEGEND | |
|--------|----------------|
| HS | HYDRO-SPRAY |
| CONT | CONTRACTOR |
| DIST | DISTRIBUTOR |
| N/A | NOT APPLICABLE |



| | | |
|--|--|--|
| DRAWING | | THESE DRAWINGS CONTAIN CONFIDENTIAL AND PROPRIETARY INFORMATION. NOT TO BE DUPLICATED AND ARE THE PROPERTY OF: HYDRO-SPRAY |
| 1 RAINMAKER, 2 ELITE S.S. EQUIPMENT LAYOUT | | |
| MANUFACTURER/BUILDER | | DATE |
| HYDRO-SPRAY INC. | | 6/7/11 |
| 511 SPRUCE STREET | | SCALE |
| CLEARFIELD, PA 16830 | | NTS |
| PH. 814-765-9097 FAX 888-223-4835 | | DRAWING NUMBER |
| | | 1 OF 1 |

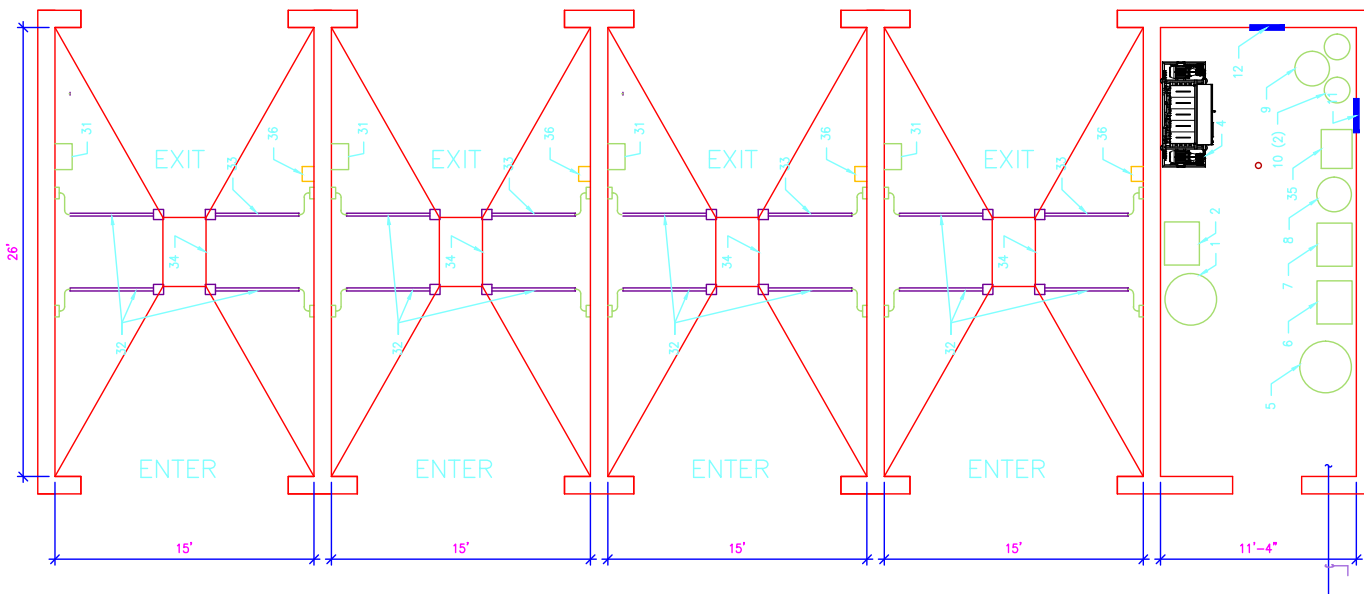


| # | DESCRIPTION | SUPPLIED BY | INSTALLED BY | PLUMBED BY | WIRED BY |
|----|--------------------------------|-------------|--------------|------------|----------|
| 0 | FUNCTION SIGN | HS | DIST | N/A | DIST |
| 1 | SPOT FREE WATER STORAGE TANK | HS | DIST | DIST | N/A |
| 2 | R.O. DELIVERY PUMP | HS | DIST | DIST | CONT |
| 3 | BAY #1 AUTOMATIC SYSTEM | HS | DIST | DIST | DIST |
| 4 | LOW PRESSURE INJECTION SYSTEM | HS | DIST | DIST | DIST |
| 5 | AIR COMPRESSOR | HS | CONT | CONT | CONT |
| 6 | FLOOR HEAT BOILER | HS | CONT | CONT | CONT |
| 7 | WATER BOILER | HS | CONT | CONT | CONT |
| 8 | HOT WATER STORAGE TANK | HS | CONT | CONT | CONT |
| 9 | BRINE TANK | HS | DIST | DIST | N/A |
| 10 | WATER SOFTENER TANK | HS | CONT | CONT | N/A |
| 11 | DRYER CONTROL CABINET | HS | CONT | N/A | CONT |
| 12 | RAINMAKER LOW VOLTAGE CABINET | HS | DIST | N/A | DIST |
| 13 | REAR LIGHT | HS | HS | N/A | HS |
| 14 | FRONT LIGHT | HS | HS | N/A | HS |
| 15 | LAP SWITCH | HS | HS | N/A | HS |
| 16 | ENCODER | HS | HS | N/A | HS |
| 17 | PHOTO EYE 1 FRONT | HS | HS | N/A | HS |
| 18 | PHOTO EYE 2 FRONT | HS | HS | N/A | HS |
| 19 | PHOTO EYE 1 REAR | HS | HS | N/A | HS |
| 20 | PHOTO EYE 2 REAR | HS | HS | N/A | HS |
| 21 | AUTO ENTRY SIGN | HS | DIST | N/A | CONT |
| 22 | AUTO DRIVE/REV TOP SIGN | HS | DIST | N/A | CONT |
| 23 | AUTO DRIVE/REV TOP TREADLE MAT | HS | DIST | N/A | DIST |
| 24 | AUTO ENTRY TREADLE MAT | HS | DIST | N/A | DIST |
| 25 | AUTO DRYER EYES | HS | DIST | N/A | DIST |
| 26 | PAY STATION/VENDING UNIT | HS | DIST | N/A | CONT |
| 27 | COUNTDOWN TIMER | HS | DIST | N/A | CONT |
| 28 | TIRE CHEMICAL APPLICATOR | HS | DIST | N/A | N/A |
| 29 | WHEEL AND ROCKER BLASTER | HS | DIST | DIST | N/A |
| 30 | METER/BOX/CON VAULT | HS | DIST | N/A | DIST |
| 31 | Z-BOOM | HS | DIST | DIST | N/A |
| 32 | DRYER Z-BOOM | HS | DIST | DIST | DIST |
| 33 | 3'X5'X4' PIT WITH DRAIN | HS | CONT | CONT | N/A |
| 34 | SWITCH SYSTEM | HS | DIST | DIST | DIST |
| 35 | DRYER CABINET | HS | DIST | N/A | CONT |
| 36 | AUTOMATIC DRYER | HS | DIST | N/A | CONT |
| 37 | ELITE SELF SERVE SYSTEM | HS | DIST | DIST | DIST |

| LEGEND | |
|--------|----------------|
| HS | HYDRO-SPRAY |
| CONT | CONTRACTOR |
| DIST | DISTRIBUTOR |
| N/A | NOT APPLICABLE |



| | | |
|--|------------------|---|
| DRAWING | | THESE DRAWINGS CONTAIN CONFIDENTIAL AND PROPRIETARY INFORMATION AND ARE NOT TO BE DUPLICATED AND ARE THE PROPERTY OF: HYDRO-SPRAY |
| 1 RAINMAKER, 3 ELITE S.S. EQUIPMENT LAYOUT | | |
| MANUFACTURER/BUILDER | | DATE |
| HYDRO-SPRAY INC. | | 6/7/11 |
| 511 SPRUCE STREET | | SCALE |
| CLEARFIELD, PA 16830 | | NTS |
| PH. 814-765-9097 | FAX 888-223-4835 | DRAWING NUMBER |
| | | 1 OF 1 |



ELITE Series OR **ELITEPRO**
Self Serve Systems Self Serve Systems

| | | |
|--|--|---|
| DRAWING | | THESE DRAWINGS CONTAIN CONFIDENTIAL AND PROPRIETARY INFORMATION NOT TO BE DUPLICATED AND ARE THE PROPERTY OF: HYDRO-SPRAY |
| FOUR BAY ELITE EQUIPMENT LAYOUT | | |
| MANUFACTURER/BUILDER | | DATE |
| HYDRO-SPRAY INC. | | 6/7/11 |
| 511 SPRUCE STREET | | SCALE |
| CLEARFIELD, PA 16830 | | NTS |
| PH. 814-765-9097 FAX 888-223-4835 | | DRAWING NUMBER |
| | | 1 OF 1 |

| # | DESCRIPTION | SUPPLIED BY | INSTALLED BY | PLUMBED BY | WIRED BY |
|----|------------------------------|-------------|--------------|------------|----------|
| 1 | SPOT FREE WATER STORAGE TANK | HS | DIST | DIST | N/A |
| 2 | R.O. DELIVERY PUMP | HS | DIST | DIST | CONT |
| 4 | ELITE SELF SERVE SYSTEM | HS | DIST | DIST | DIST |
| 5 | AIR COMPRESSOR | HS | CONT | CONT | CONT |
| 6 | FLOOR HEAT BOILER | HS | CONT | CONT | CONT |
| 7 | WATER BOILER | HS | CONT | CONT | CONT |
| 8 | HOT WATER STORAGE TANK | HS | CONT | CONT | CONT |
| 9 | BRINE TANK | HS | DIST | DIST | N/A |
| 10 | WATER SOFTENER TANK | HS | CONT | CONT | N/A |
| 11 | LOW VOLTAGE PANEL | HS | CONT | N/A | CONT |
| 12 | AUTO DRYER CONTROL PANEL | HS | CONT | N/A | CONT |
| 31 | METERBOX/COIN VAULT | HS | DIST | N/A | DIST |
| 32 | Z-BOOM | HS | DIST | DIST | N/A |
| 33 | DRYER Z-BOOM | HS | DIST | DIST | DIST |
| 34 | 3'X5'X4" PIT WITH DRAIN | HS | CONT | CONT | N/A |
| 35 | SPOT FREE SYSTEM | HS | DIST | DIST | DIST |
| 36 | DRYER CABINET | HS | DIST | N/A | CONT |

| LEGEND | |
|--------|----------------|
| HS | HYDRO-SPRAY |
| CONT | CONTRACTOR |
| DIST | DISTRIBUTOR |
| N/A | NOT APPLICABLE |