

Pitchbook



TOP PERFORMING TOUCH FREE IN-BAY AUTOMATIC

Simplicity, Reliability and Performance combine in the LaserWash



Proudly Made in USA

MKT0351 rev4



Vehicle Wash Systems

A DOVER COMPANY

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Total Cost of Ownership

Building off of the long history of successful wash equipment the LaserWash excels at reducing the ownership costs from cradle to grave. The use of simplified design practices and high quality materials provides the optimal blend between initial purchase price and long term profitability.

Profit Making

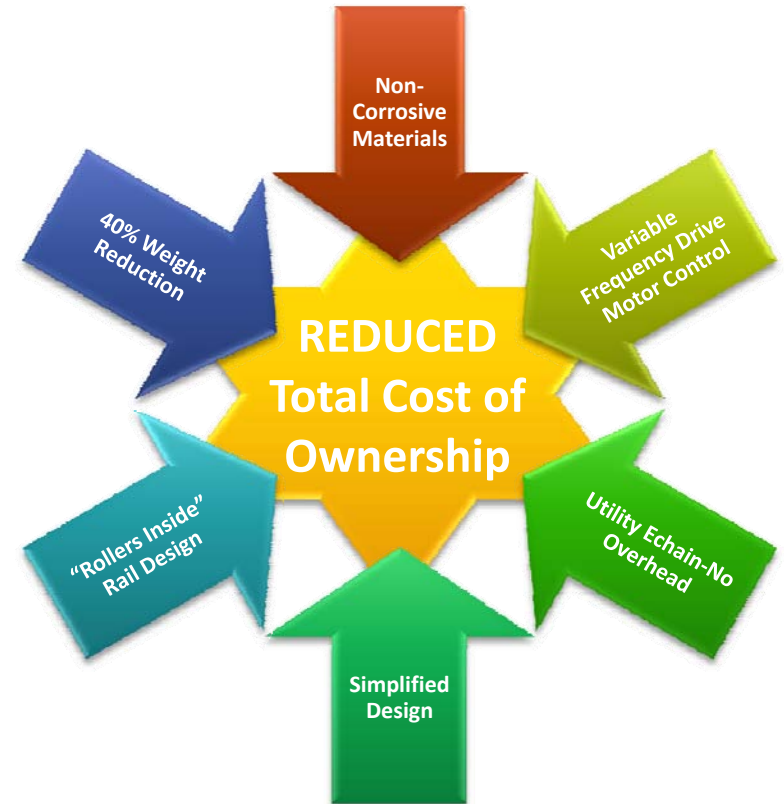
The LaserWash delivers on improvements that are focused on operators making money. Some focus on increasing revenue while others center on reducing costs and simplifying the design for ease of service and performance.



Substantially faster wash speeds lead to increases in vehicle throughput and shorter lines that will make your customers happy. Simplified machine design and lower energy and utility usages reduce operating costs leading to a more profitable operation.

New services include Front Bug Prep, dedicated Super Sealant applicators, Flash Dry rinse and Smart 360 arch control to offer better detergent coverage and improved bug removal. Rounded arch corners keep the wash process focused on your customer's vehicle- reducing the waste of water and detergent spraying on the floor. The ability to fit into smaller buildings, quick and easy replacement for LaserWash 4000 wash bays and attractive styling allow you to differentiate your operation from the competition.

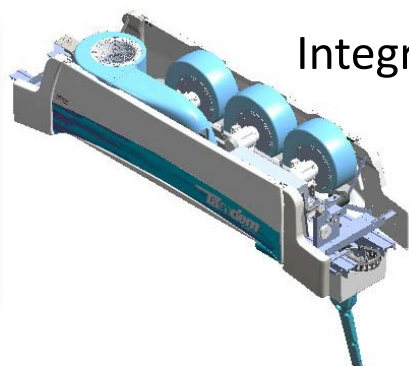
The newest LaserWash product raises the standard for touch free car wash equipment again! With Revenue Enhancement and Total Cost of Ownership improvements being the main focus; the product delivers the industry's best Return on Investment. Smart 360 Technology makes the machine responsive to the dynamic conditions in the wash bay and allows the machine to "think for itself" to increase up-time and optimize the wash process. Each of the Smart 360 systems is active for the entire wash process and the full perimeter of vehicles.





Open Wash Bay

Overhead gantry and removal of all floor mounted guides allows consumers to enter the wash bay simply and safely.



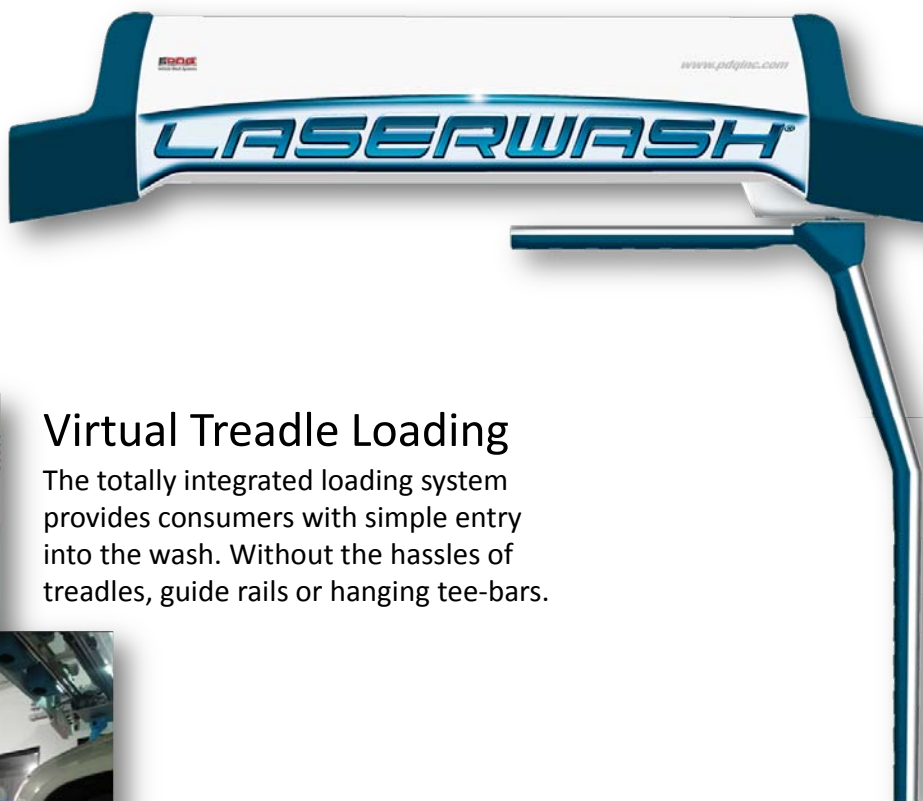
Integrated Dryer

Optional dryer is integrated into the wash bridge providing superior dryer performance with enhanced Flash Dry services and the ability cover longer vehicles.



Slip-Free Belt Drive

Bridge and trolley movements around controlled using slip-free drive belts for improved performance and wash accuracy. Less moving parts provide a much simpler drive system.



Virtual Treadle Loading

The totally integrated loading system provides consumers with simple entry into the wash. Without the hassles of treadles, guide rails or hanging tee-bars.



More Services

Increased service offerings include rain arch rinse, 3X foam, super sealant and bug prep.



Chemical Injection

Simple and convenient chemical connections. Injector tips can be easily maintained. All valves on swivel fittings for in-place service.



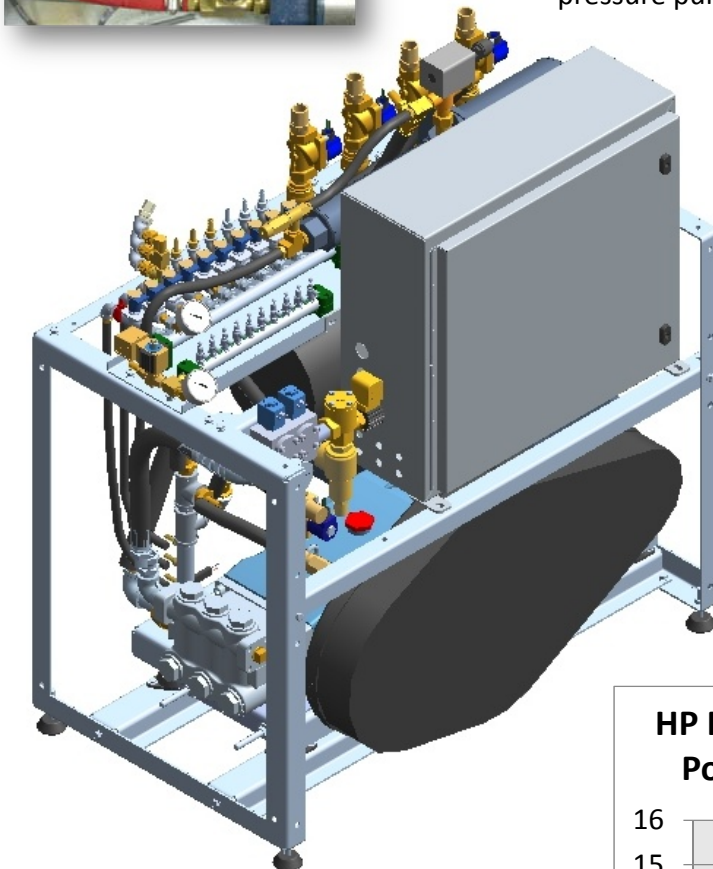
Weep System

Individual weep controls allow easy to tune flow adjustment.



Bypass Adjustments

Easy to set bypass flow adjustments to set high pressure and water saver pressures.



Tankless Operation

The pumps are fed directly from incoming water pressure providing reduced energy use by 12% and providing better pump life and simpler inlet systems. (Optional tank systems available for low flow sites)

Incoming Water

Easy to access incoming water connections for soft, reclaim, spot free and hot water. Low pressure pump mounted in easy to service position.

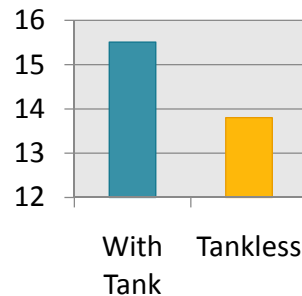


Clutter-Free Back Room

Optimized layout provides a more convenient back room install with easy to service access.



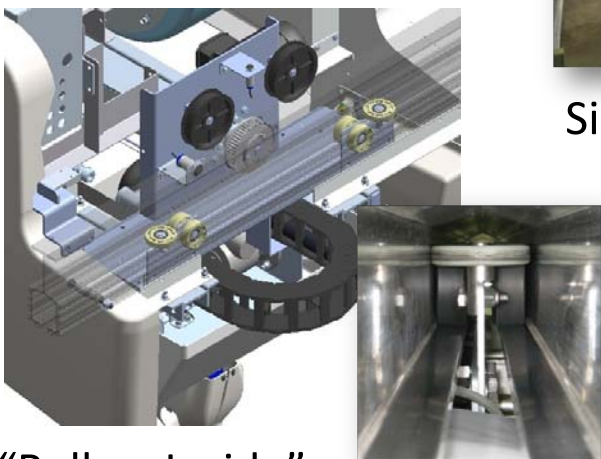
HP Pump Motor Power in kW





Wall Mounting

Simple stainless-steel mounts provide convenient mounting with the ability to reuse mounts from previous LaserWash models.



“Rollers Inside”

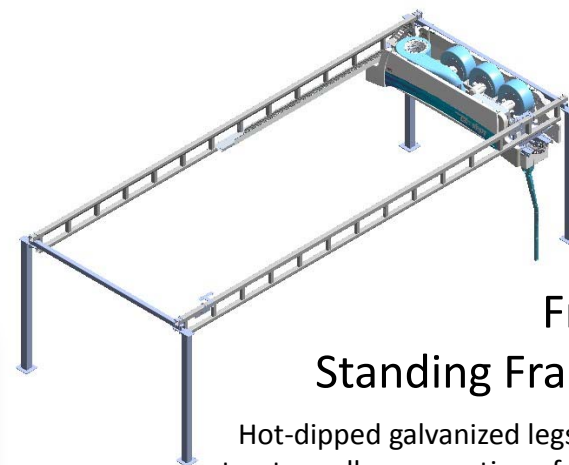
Bridge and trolley motions are smooth and effortless using internal mounted all-axis rollers. The hanging design allows self-centering and improved roller life while removing the rollers from the harsh environment.

	Height	Width	Length
Typical	11'	15'	28'
Wash Bay	3353mm	4572mm	8534mm
Minimum	10' – 6"	13' – 6"	24'
	3200mm	4115mm	6706mm



Simple Mounting

Multiple mounting options and the use of corrosion resistant materials keeps the wash bay easy to clean and moves machines parts away from the harsh cleaning zone. With the best minimum wash bay dimensions in the industry the system can meet tight architectural layouts.



Free Standing Frame

Hot-dipped galvanized legs and structure allow mounting of main rails with no connections to walls or ceilings. This mounting method adds 12" to required bay length.

E-Chain Utility Routing

Left-side mounted energy chain connect all bridge systems to required utilities. Removing swinging overheads the system allows free movement anywhere in the wash bay.





Barrier-Free Entry

With no floor treadle to align with and no guide rails the wash customer is able to simply enter the wash and stop when signaled with an audio and high visibility LED symbol. The system senses and adjusts the wash envelope to the consumers location rather than forcing them into a preset position.

Any Vehicle Size

With the wide variety of passenger vehicles on the world's roads the LaserWash system is prepared to wash them all. Long-box trucks, wide mirrors, antennas, specially wheels, or micro-sized will be washed in the most optimized manner.



Environment Friendly

With better use of the world's resources today's environmental minded consumer will know that they are getting the best wash for the environment and the best value.

Quicker Lines

With increased throughput consumers will be pleased with the reduced waiting time on busy days. Lines will move faster.



Service Confirmation

Optional signage flashes for services currently being applied and remain lit so customer gets an acknowledgement that they received the services that were paid for.



Machine Heat & Weep

The ability to wash vehicles in temperatures below zero is crucial in some markets. The optional heat and weep packages can allow consistent washing in freezing temperatures.



Power Weep

If an optional bay temp sensor is provided the software will protect the machine from freezing as long as main power is applied.



No-Power Weep

Using just city water-pressure the optional system provides individual flow controls of weep water to protect lines and manifolds in case of power loss.

Sensor Heat

Optional heat strips are provided that keep ice from forming on the sensors during freezing conditions.



Information to Run the Operation

Keeping in touch with the wash operation is never easier. The LaserWash includes a built in WEB interface that allows all settings including wash packages to be changed from any web browser. The system also provides a large number of email or SMS text reports and "quick updates" to keep in touch or to address exceptions quickly.



Automatic Obstacle Guidance

For vehicles that have extreme aftermarket equipment installed these may create obstacles for the wash arch. The Arch Control system will automatically detect and avoid these using advanced software. The Smart 360 system is active around the full vehicle perimeter covering not just trailer hitches but also side-mirrors and front of vehicle extensions.



Move away from the obstacle.



Automatically back off to safely pass around.



Continue wash process and record position for the next pass.





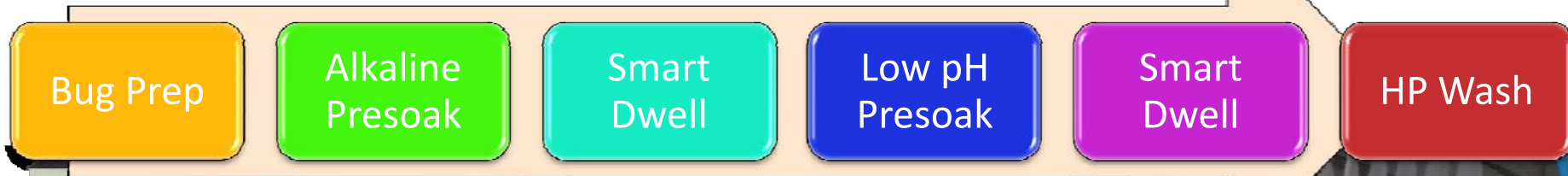
Bug Prep

The first application during heavy bug periods is to apply a bug loosening product to the windshield and front grill. No extra time is required.



Smart Dwell

Smart dwell insures that detergents stay on the surface for the required time from short car or long trucks.



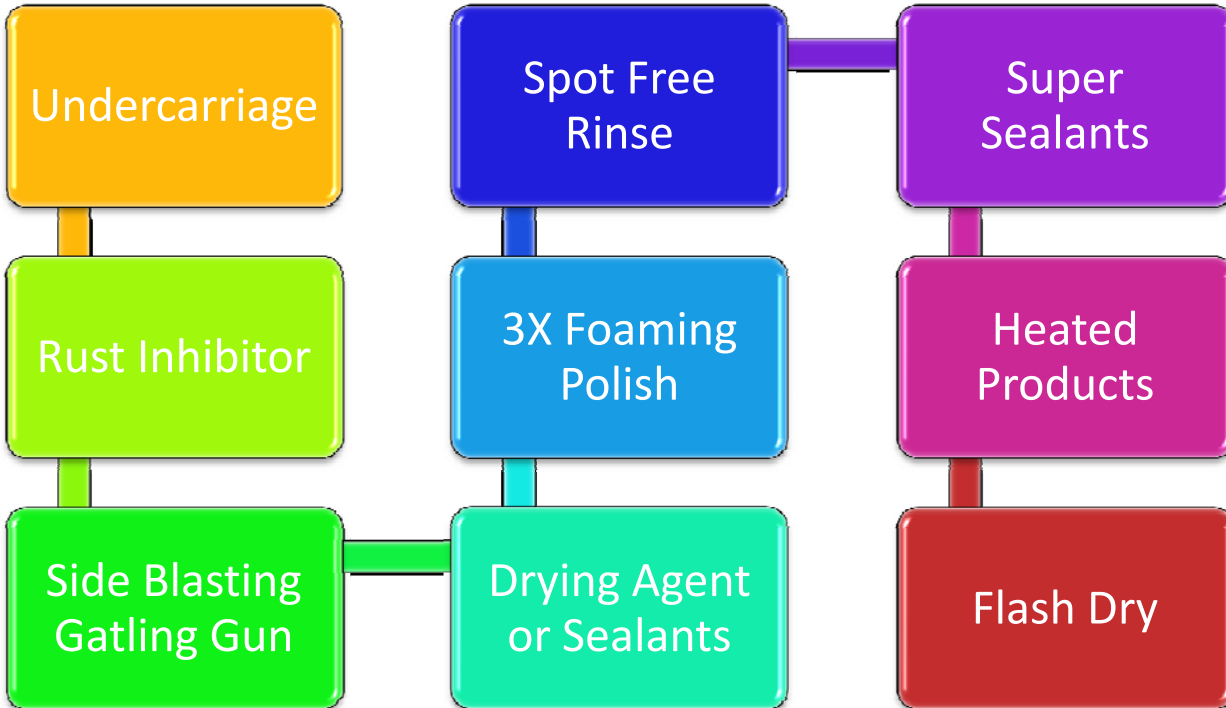
Presoak Application

Covering all of the vehicle surface with foaming presoak detergent to maximize cleaning effectiveness is the foundation of the LaserWash cleaning process

HP Wash

High Pressure water at over 1,000 PSI (70 BAR) create the physical force required to remove large solids and loosened dirt. Distance from the vehicle is paramount to success – LaserWash knows precisely where the vehicle is.



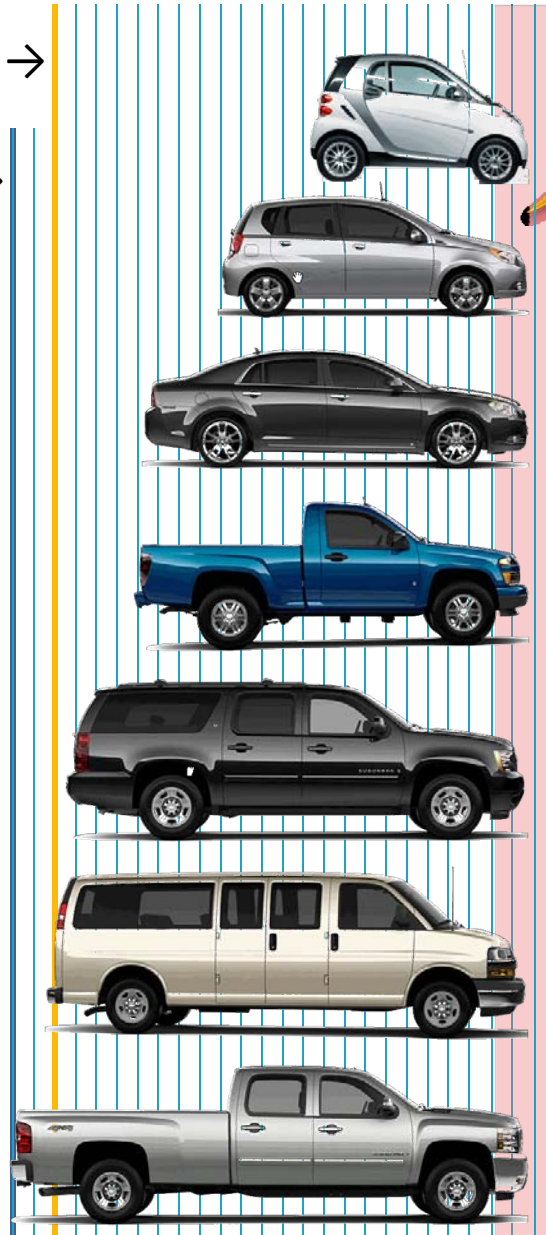


Revenue Producing Extra Services

The LaserWash offers the largest number of sellable extra services in the industry creating extra revenue per vehicle. Ranging from service at the entrance of the wash to on-line or exiting services the consumer will receive the best products available to provide the clean, shiny and dry vehicle they demand.

Examples of clear bay length requirements for wall mounted systems

24 Feet →
 26 Feet →
 28 Feet →



Parking Tolerance (typically 36")



Precision Load

The optional system allows longer vehicles to fit into shorter wash bays. By loading the vehicle using precision photo-eyes versus the standard bridge mounted ultrasonic's the parking tolerance can be lowered to 24". Effectively "stretching" your wash bay so it is one foot longer.

Installation Adjustable System Length

The LaserWash mounting system provides the flexibility to fit into a wide variety of bay lengths. The main support rails can be adjusted during installation to maximize the length of vehicles able to be washed. All systems ship with the full 28' long rails. These provide full washing and integrated drying for the longest production North America vehicles. The rail length does not need to be trimmed in specific lengths – rail length is "infinitely adjustable" to truly maximize any bay length.





Access® S-Series:

- Accepts and dispenses dollar bills
- Increase up-sells by 10-15% with advanced marketing features
- Most secure system on the market (vault, camera, foundation mount)

Access® B-Series:

- Dispense quarters, dollar coins or tokens
- Sleek, low-cost design with all the benefits

Access® N-Series:

- Ideal for operators looking to go cashless
- Great for loyalty wash lane where speed and convenience count

Entry Unit for Payment

Customers are able to easily complete payment transactions without the need of a sales attendant.

- Ease of use- audio prompts, vibrant graphics and large buttons
- Accepts code numbers from gas pumps or inside C-Store
- Fast Credit card transactions
- Receipt printer
- Email and web enabled

Wash Access Loyalty System (WALS)

A feature rich set of products that lets you communicate with your customers. Effective tools like follow-up emails after a wash or account balance reminders go a long way in building customer loyalty and increasing profitability. Allows total flexibility for you customers to purchase:

- In a store with codes or gift cards
- At the ACCESS unit
- Online



Web Site Selling

Consumer friendly interface allows consumers to shop, purchase and renew wash accounts online. Can be linked to an existing website or act as the company's stand alone site. Fully customizable and based on modern web tools.



Flexible Loyalty Media

- Consumer Printed Wallet Cards- Consumers can print their own wallet card at home and use it immediately.
- Magnetic Strip/Plastic Cards- Create brand awareness with custom wash cards for your loyalty or gift card program.
- Club Codes- Sell and track code numbers that can be provided to fleet or account users.



C-Store/ Gas Pump Point of Sale

The WashTools POS unit allows car wash codes to be sold inside the c-store or through the gas pumps. The unit uses standardized industry interfaces to communicate to the gas pump controller.

Easy and simple- no complex training required.

Code Printer

A high-speed printer is located in the C-Store cashier area to allow codes to be printed even if the interface to the gas POS is not operating. The unit also allows car wash POS reports to be printed.



A wireless (radio frequency identification) system which increases car throughput, helps to ensure positive cash-flow and delivers a no-hassle experience for customers.

Benefits for the Wash Operator

- Pre-paid wash programs
- Repeat business and loyalty
- Flexible wash programs
- Improved throughput

Benefits for Consumers

- Express Lane or VIP Programs
- Hands free- no fumbling with cash or codes
- More convenient

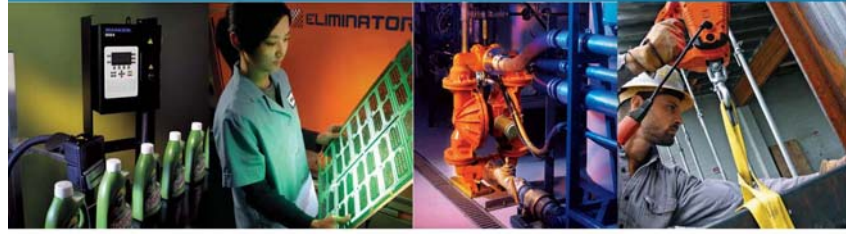
NOTE: ACCESS Entry unit and WALS loyalty required



DOVER CORPORATION



Engineered Systems Electronic Technologies Fluid Management Industrial Products



DOVER Corporation

is a Fortune 500 company and a diversified global manufacturer of value-added products. For 50 years, DOVER has served a variety of industrial and commercial markets including energy, product identification, material handling, electronic components and equipment, mobile equipment, fluid solutions and engineered products.

Comprised of multiple operating companies strategically aligned into four business segments, DOVER serves broad end-markets worldwide.

With an intense focus on product quality, innovation and exceptional customer care, DOVER is uniquely positioned to serve world markets.



Transportation Through product innovation and outstanding customer service, we deliver unparalleled solutions for the safe and efficient transport of all types of bulk and dry bulk materials. Additionally, for the past 50 years, the world's heaviest transport companies and others continue to have put their trust in our advanced, highly integrated transport products and systems.

Solid Waste Management Committed to meeting long-term environmental sustainability, we focus on advanced material processing and service management capabilities and recycling equipment products, including leading refuse collection vehicles, and installation of waste recycling and waste-to-energy facilities around the world.

Vehicle Services From pumps, high performance engine components, software repair products and services to fuel tanks, lifts, and truck tires, we address every component to maximize and extend a customer's investment and uptime.



Infrastructure Comprising a broad product offering, we meet the needs that drive the need for a growing global infrastructure. From the construction of water treatment, power generation, water and wastewater, and government and military water treatment plants.

Automation Our advanced drive automation products, such as workholding clamps and systems, automation drive and lifters, and programs to improve safety, efficiency, material and resource productivity, manufacturing and assembly productivity through leading-edge innovation and customer focus.

