

Pitchbook



Tandem
Ritelouch



Proudly Made in the USA

PDQ
Vehicle Wash Systems
A DOVER COMPANY

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The RiteTouch Reasons

How is RiteTouch different?

Touch-Free

- Balance between chemistry and high pressure
- Requires dwell time and heat
- Water quality is very important



Full Friction

- Solutions applied to satisfy customer
- Wetting and lubricating the surface is important
- Must touch all surfaces multiple times



RiteTouch

- Solutions required with good overall coverage
- High pressure used for removing large dirt
- No heat is required
- Touch pass is only required once, no constant beating of one area of the vehicle
- Water quality not as crucial as Touch-Free methods



Dual Bridge



The patent-pending Tandem® two-bridge design allows multiple cleaning processes to take place at one time speeding up the wash, versus a linear process common with most other friction systems.

The belt driven bridges work in tandem to easily covering gaps to ensure the vehicle is completely covered.

The Tandem® is also capable of washing oversized SUV's and dually trucks.

Unlike other friction type systems, the overhead mounted bridges and simple two-brush configuration creates an entirely open wash bay- the trademark of all PDQ in-bay systems.



Oversized SUV's

PDQ's Open Bay Design

RT300 & RT200: The Similarities

The Similarities

Patented Virtual Treadle

- Decreases wash time, due to easy drive in and out
- Reduces maintenance and provides a safer environment

Two Brushes

- Less maintenance than the competitor's 3 or 5-brush design
- Less touch time on the vehicle by up to 70%

Open Bay

- Overhead mounted bridges eliminate the need for floor steel
- Provides a non-threatening wash experience
- Easy to read LED signs can easily be seen during the wash cycle

FlashDry®

- FlashDry® technology requires less time for basic drying service, resulting in more cars per hour.

Patent-Pending Two Bridge Design

- Two bridges work in tandem, allowing multiple cleaning processes to take place at one time, decreasing overall the wash times
- Two bridges are able to move at much lower speed than single units resulting in exceptional cleaning



RT300



RT200

Tandem Brushes



Top Brush:

The widest brush in the industry, fully retractable (no dripping). Works in tandem with the side brush for the best quality clean.



Brushes have a 20% longer lifespan due to less touch time per vehicle.

Torque-Sensitive Side Brush:

Contoured side brush moves efficiently around the vehicle's front, sides and rear bumper, eliminating the need for the top brush to cover these areas. One continuous side-brush pass thoroughly cleans all vertical surfaces without brush overlap, tilted brush action, or the need for a second wash pass.



Customize your Tandem to match your brand by utilizing the available custom brush colors and bridge decals option.



Custom Brush Colors

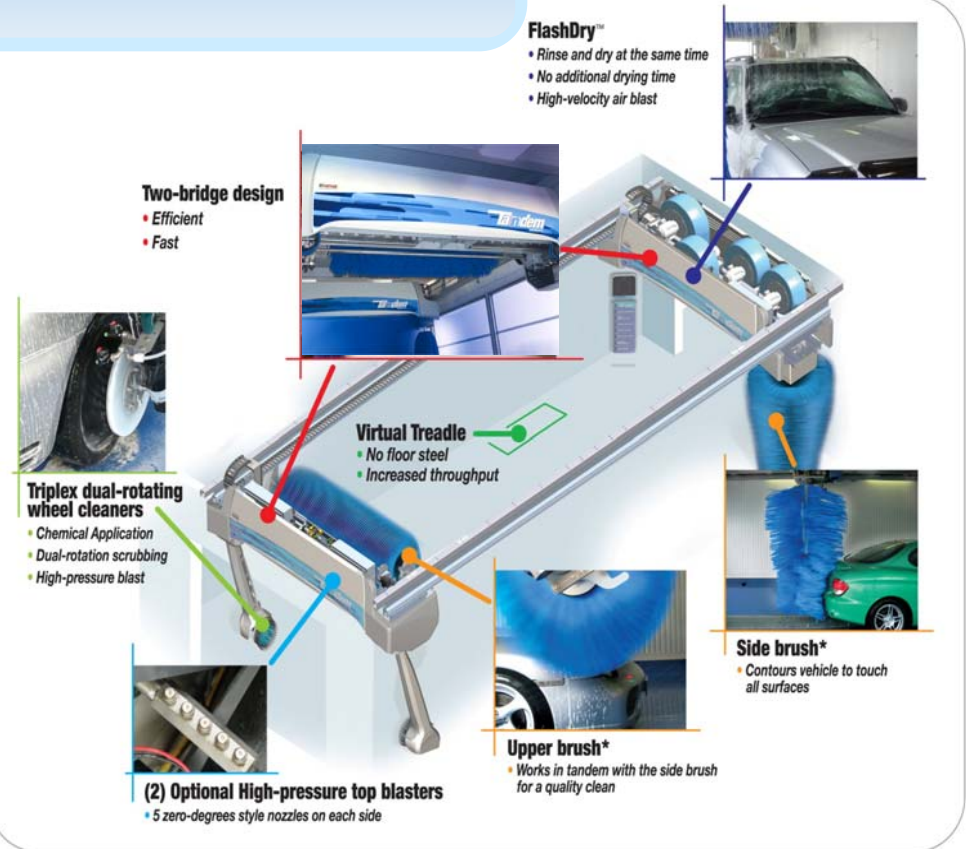


Custom Bridge Decals

Tandem Cleaning Process

Exactly what you would expect from PDQ:

Satisfies both operators and consumers. Plus Tandem has the RiteTouch by providing a quality clean with 70% less brush time on the vehicle.





Tandem Standard Features Available

Basic Model Features	Description
Front Bridge	Side brush, brush lube system, rinse arch, rinse manifold, sealer wax delivery, front bridge covers, and vehicle loading system.
Back Bridge	Top brush, brush bay cross beams.
E-Chain	Left side mounted hose/wire control system.
In-Bay LED Signs	Bright, crisp, and easy-to-read with audio instructions.
Remote Control	Ideal for maintenance and diagnostic troubleshooting.
Web Browser Interface	Easy setup and configuration.
Email / SMS/Text	Message capabilities for constant communication.

Tandem Value Added Services Available

	RT300	RT200
High Pressure Top Blasters (provides a high pressure rinse to the top of the vehicle)	Optional	Not Available
Advanced Wheel Scrubbers (Side Blast; Tire Chemical Applicators; Wheel Blasters capable of doing Triplex Wheel Scrubbing)	Standard	Not Available
Basic Wheel Scrubbers (Side Arches on Back Bridge with Wheel Brush only)	Not Available	Optional
3x Foaming Conditioner	Optional	Optional
Super Sealant	Optional	Not Available
High Pressure Side Blasters	Standard	Not Available
Ultimate Cover Package (full Back Bridge covers; entrance and exit side covers for Front Bridge)	Standard	Optional
Flash Dry	Optional	Optional



Technical Specifications



Building Requirements

Preferred

Minimum

Bay Length w/On-Board or No Dryer w/MaxAir Stand-Alone Dryer (with covers)	36'	30'
Bay Width – Wall Mount	50'	39' 3"
Freestanding Frame	16'	13' 6"
Bay Height	16'	13' 6"
Recommended Water Supply:	11'	10' 6"
Air Requirements	30 GPM @ 20 psi	
	On site air compressor is required.	



Electrical Specifications

RT300

RT200

3 Separate Electrical Supplies are required for Wash

Front Bridge	208/230 V 3 Ph 60Hz @ 14 Amps	208/230 V 3 Ph 60Hz @ 14 Amps
Back Bridge	208/230 V 3 Ph 60Hz @ 32 Amps	208/230 V 3 Ph 60Hz @ 19 Amps
Bay Box	220 V Single Ph 60 Hz @ 3 Amps	220 V Single Ph 60 Hz @ 3 Amps

2 Separate Electrical Supplies are required for On-Board Dryers

#1	208/230 V 3 Ph 60Hz @ 44 Amps	208/230 V 3 Ph 60Hz @ 44 Amps
#2	208/230 V 3 Ph 60Hz @ 44 Amps	208/230 V 3 Ph 60Hz @ 44 Amps

Efficient Operation

Tandem RiteTouch's energy-efficient design is environmentally-friendly because it uses less water, fewer chemicals and less electricity, resulting in lower costs and more efficient operation.

Effective wash packages – Average between 12-14 gallons of water per wash

Less than 40 gallons for a full wash package

No heat required for heat

Solutions are applied in one pass within an electronically measured and precisely controlled wash –envelope that requires no purging or chemicals

Fast , efficient wash cycles significantly reduce electrical costs over other friction systems

Tandem Water Usage Examples

Fresh Water Estimates (gal):

A Package 32.5

B Package 21.6

C Package 12.5

R.O. Water:
Each Package 7.5

Tandem – The RiteTouch vs. Competition



Competitor A



Competitor B

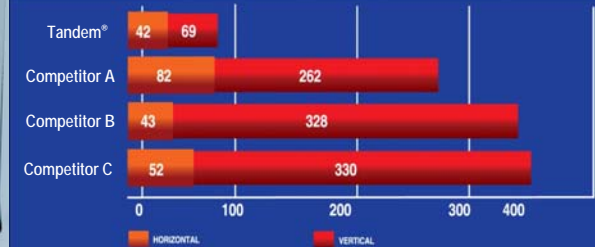


Competitor C



Tandem® RiteTouch was designed to reduce overall time the brushes spend on the vehicle. Most friction systems keep brushes spinning on the vehicle even when no process requires this additional wear and potential risk. Tandem's brushes touch the vehicle 70% less than Competitive systems while producing a superior quality clean. This means lower brush replacement costs!

Horizontal = time top brush contacts vehicle
Vertical = accumulated seconds side brushes contact vehicle



Note: Time shown in seconds

Tandem – The Rite Choice

The Tandem Difference

Two Bridges
 + Two Brushes
 + Two Cleaning Technologies
 = One Amazing Clean



Tandem



Competitor A



Competitor B

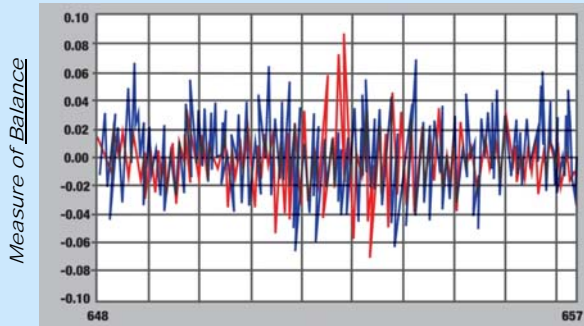


Competitor C

Eliminates drive-on floor steel	YES
Completely retracted top brush	YES
Completely retracted side brush	YES
Visually appealing	YES
Comfortable, quiet, virtually non-detectable wash motion by consumers	YES
Offers integrated FlashDry, Wheel Scrubbers, and Top Blasters	YES
Extended brush life and lower replacement cost	YES
3x Foam	YES
Super sealant ready	YES

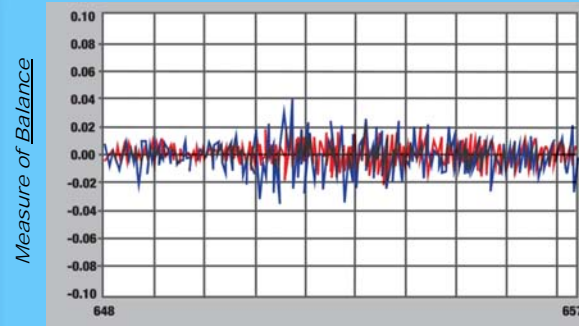
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Tandem – Customer perception (Two Axis Vehicle Motion Comparison)



Time

Competitor



Time

Tandem
WASHING SYSTEMS

Adjustable Installation System

Installation Adjustable System Length

The Tandem 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 34' long rails. These provide full washing and integrated drying for the longest production North American vehicles. The rail length does not need to be trimmed in specific lengths – rail length is “infinitely adjustable” to truly maximize any bay length. If the rail is shortened, the maximum vehicle length washed with full side brush pass around the rear of vehicle will be reduced.

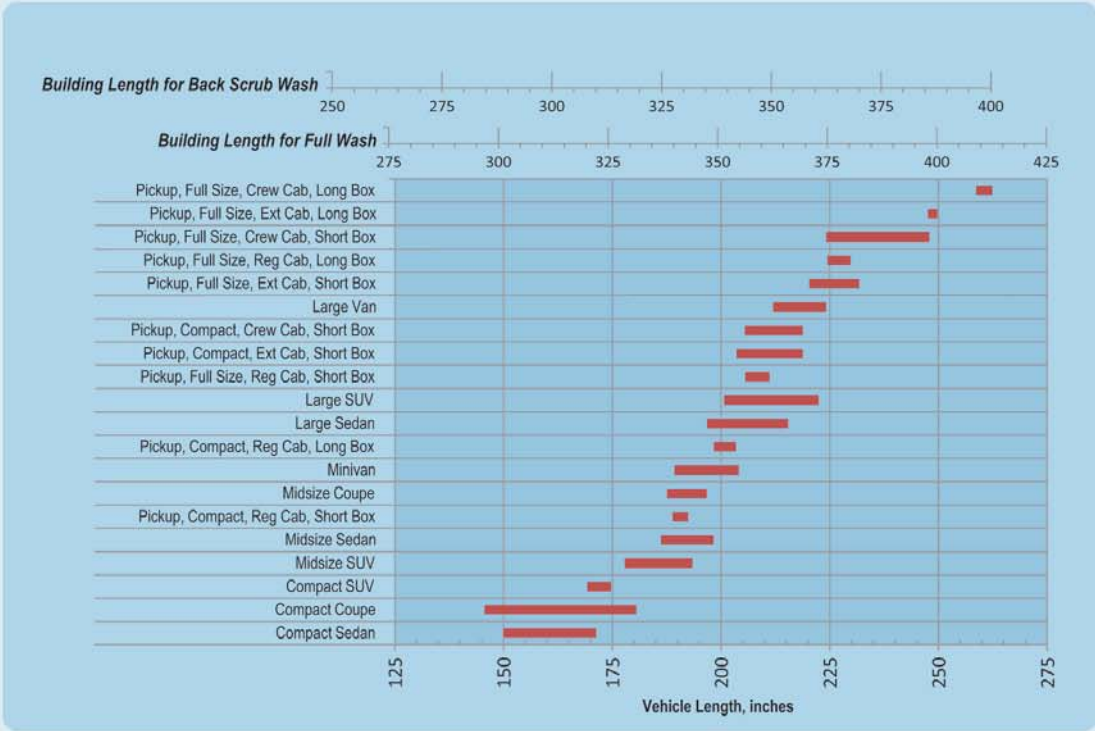
(See Chart on opposite page.)



Precision Load

The optional Precision Loading 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 shortened to 24", effectively “stretching” your wash bay so it is one foot longer.

Building Length vs. Vehicle Length

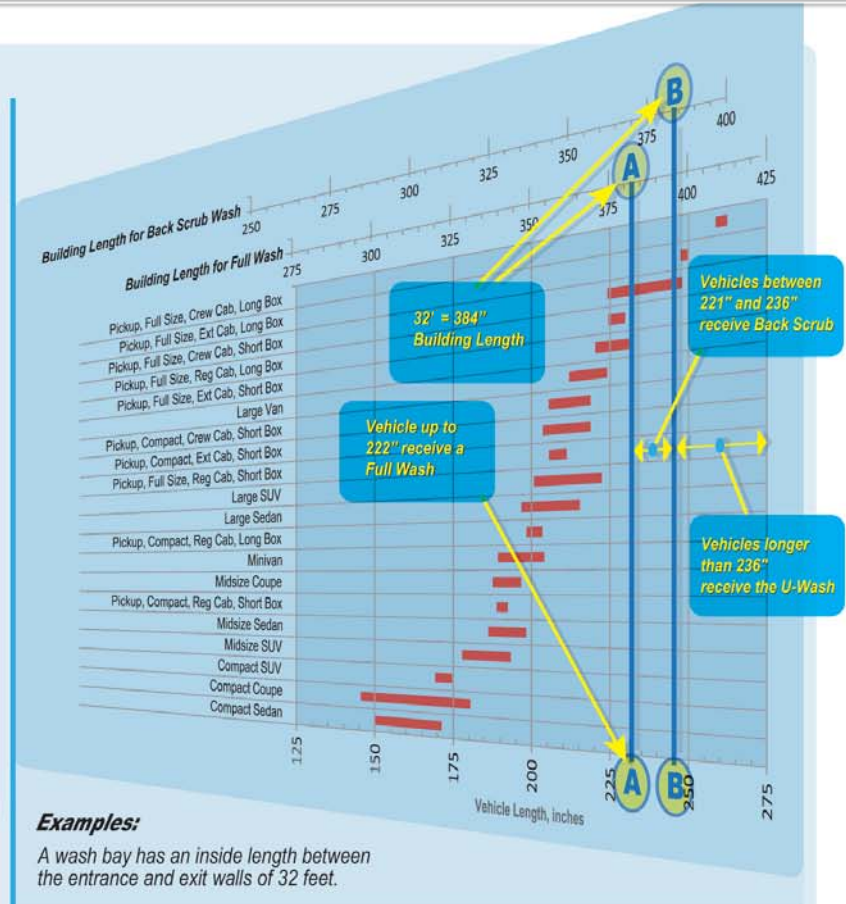


General Formula:

For Full Wash: Length that can be Washed with Full Side Brush Pass = Building Length - 162"
For Back Scrub Wash: Length that can be Washed with Back scrub = Building Length - 148"

Assumes: Front Offset set at 230s mm
 Brush Impingement = 4"

<p>Competitor A</p> <p>Standard machine is capable of washing a 19' vehicle</p>	<p>Competitor B</p> <p>Vehicle Length that can be washed = Building Length - 170"</p>
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Examples:

A wash bay has an inside length between the entrance and exit walls of 32 feet.

- In This Example:** The maximum length vehicle that can be washed with the side brushes passing completely around all four sides of the vehicle. (these vehicles are illustrated as all the red bars left of line A)
- In This Example:** The maximum length vehicle that can be washed in this building with the longer vehicles getting a back scrub (no side brush pass around the back of the vehicle, but the top brush washes the back). (these vehicles are illustrated as all the red bars between lines A and B)
- In This Example:** These vehicles will receive the U-Wash (these vehicles are illustrated as all the red bars right of line B)

Payment Systems Options



Protect Your Finish
Our vehicle conditioning products help protect your vehicle's finish between washes.

Last Service
The vehicle in the wash is receiving its last service.



r•CS
Remote Code System

- Unique Random Generated Code for Each Client
- Produce Detailed Reporting
- Integrates to Token Gas Pumps
- Reports Accessible Through The Web (optional)



Buy-ups



Discount Codes



Access Customer Management Systems
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



Access Code Management Systems

C-Store / Gas Pump Point of Sale

The PDQ 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.



Customer Loyalty

Wash Access Loyalty System (WALS)

A feature-rich set of products 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 your 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.

Current Special and Automatic Replenish

▶ \$30, For 5 Deluxe Washes

FREE Deluxe Wash Today!

▶ No Thank You

▶ \$40, For 6 Ultimate

▶ \$35, For 6 Premium

▶ \$30, For 6 Deluxe

▶ No Thank You

To Update Your Account:

Please make your selection



NOTE: ACCESS Entry unit and WALS loyalty required

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

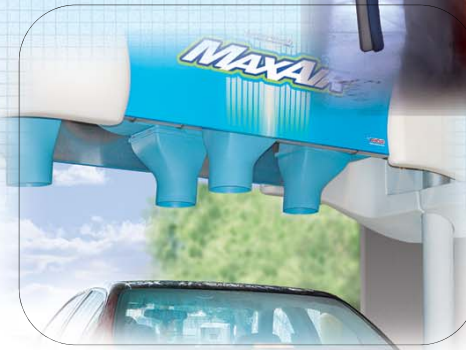
- Express Lane or VIP Programs
- Hands free - no fumbling with cash or codes
- More convenient

Flexible Loyalty Media

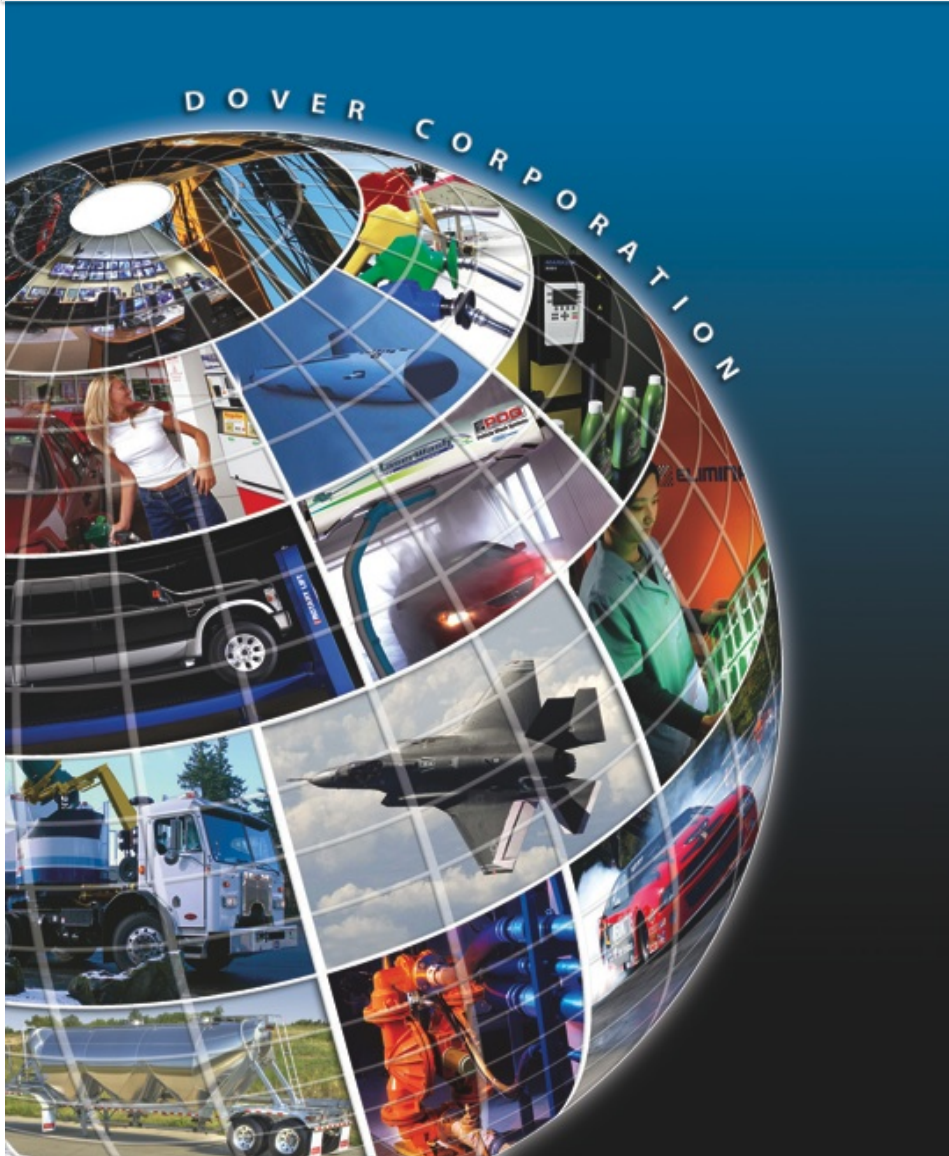
- Consumer Printed Wallet Cards - Consumers can print their own wallet card at home and use it immediately.
- Magnetic Strip/Plastic Cards - Create brand awareness with custom wash cards for your loyalty or gift card program.
- Club Codes - Sell and track code numbers that can be provided to fleet or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



Always
looking
for the **Next**
Innovation



PDQ Is A Proud Member Of The Dover Family





Engineered Systems



Electronic Technologies

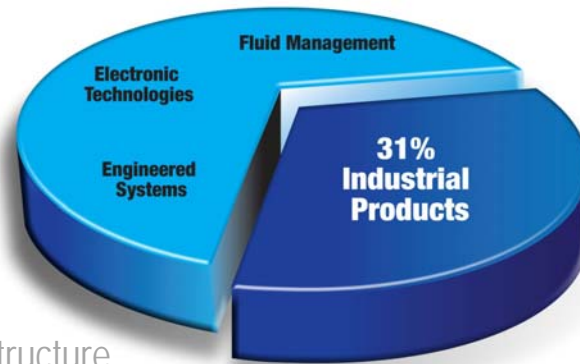


Fluid Management



Industrial Products

With global operating capability and annual revenues of more than \$2.2 billion, **Industrial Products** is the largest DOVER business segment, serving global infrastructure, Energy, waste handling, military, agriculture, specialty aerospace and auto-service markets.



DOVER Corporation is a Fortune 500 company and 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.

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