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About NS Wash Systems

Designing and building superior equipment has been a tradition at NS Wash Systems since its inception in 1961, when our founder G. Thomas Ennis recognized the need for more efficient and reliable vehicle wash systems. Since then, NS Wash Systems has built a reputation of providing the industry's finest and most cost effective vehicle wash systems. Today there are thousands of NS Wash Systems cleaning millions of cars, SUVs, vans, buses, trucks, and trains around the country, and around the world.

To run a successful vehicle washing operation there is no more important decision than choosing the right equipment. Top operators in the vehicle wash industry know that to be successful in today's competitive environment, equipment must be virtually maintenance-free and deliver the safest, gentlest and most thorough wash. For these reasons, leaders in the vehicle wash industry have been going with the company that has withstood the test of time... NS Wash Systems.

For nearly 50 years, NS Wash Systems has been on the cutting edge of innovation in our industry. Many of today's industry standards have been designed and patented by NS Wash Systems, such as:

- Single-arm Flex-A-Round™ Brushes
- Counter-weighted top brush scrubber
- Single-action front-to-rear mitter curtains
- Water filtration systems
- And many others

At the heart of NS Wash Systems are the patented Flex-A-Round Brushes™, which thoroughly clean the front, sides and rear of the vehicle, automatically adjusting to variations in vehicle size and contour. These brushes, as well as the top brush, are gravity-activated, eliminating complicated air systems and expensive maintenance. Each brush is attached to the power source with a flexible rubber coupling that allows it to absorb impact, thus enhancing the protection of your customers' vehicles, while extending the life of the wash equipment.

Our patented AutoHandWash™ process simulates a true hand wash by employing super-soft Lammscloth™ synthetic fiber mitts. Lammscloth™ mitts blanket the vehicle with the proper amount of soap and water, while providing a soft and gentle deep cleaning at much slower RPMs. Lammscloth™ doesn't whip your customer's vehicles dulling the shine, as do the abrasive fibers and cloth materials used by our competitors.

NS Wash Systems are designed from the ground up in close collaboration with our customers, their architects, engineering firms and contractors, as required to ensure a smooth and successful project.

We use CAD to produce accurate, to-scale site plans and detailed equipment layouts. NS Wash Systems' pride continues through to the manufacturing process, where every piece of equipment, and each individual component, is manufactured and assembled with the highest quality standards utilizing CNC equipment and rigorous quality controls. Our dedication to quality control is matched only by our commitment to quality support. All NS Wash Systems come with an exclusive one-year warranty, maintenance video, complete documentation, and complete support through planning, installation, training and maintenance. Most importantly, replacement parts are always readily available through our global distribution network.

The NS team creates wash systems that deliver reliability, dependability, lowest operating and maintenance costs, and the shiniest vehicles. We share that all important commitment to total customer satisfaction. Finally, we believe that our success is directly a result of the success of our customers, and we look forward to the opportunity of counting you among them.

EXPRESS Exterior Tunnel Carwash Concept

Express Exterior Carwash Takes Off in California!

Tom Ennis, Jr. began his pursuit of building a full service carwash in El Segundo, California, early in 2000. The entitlement process, preparation of plans, and permitting process took nearly four years due to the complexity of the location; a site owned by Southern California Edison, where high-tension electrical transmission lines span the property. The site also has two petroleum pipelines passing through the property. Although the site is more than 52,000 square feet, the actual area that structures could be built upon was relatively small. The site was also in the City of El Segundo, long known as a very strict and demanding municipality for development. The original operational platform was to be a typical Southern California conveyerized hand wash with a large boutique. Permits were finally obtained and construction was started in the fall of 2004, with an anticipated opening of early summer 2005.

In 2004, California Assembly Bill 1688 was signed into law, requiring carwash operators to register with the California Department of Labor, to post labor bonds, and comply with a host of other restrictions on carwash labor. As a result, a tactical decision was made to change the operational platform at El Segundo to a stand-alone, express exterior carwash with vending machines and free vacuums.

The El Segundo 5 Minute Express Wash was opened to the public in May 2006, and currently operates seven days a week, from 8:00 am in the morning until 6:00 pm at night, rain or shine. The facility is believed to be the largest express exterior carwash in California, with a tunnel structure that is 190 feet in length housing a 175 foot conveyer. The equipment package was designed for and tested at a 200 car per hour production capacity. Clean, dry, and shiny cars are produced even at rapid conveyer speeds. The wash utilizes three Auto Sentry tellers and gates

from Innovative Control Systems. The NS Wash Systems equipment washes the vehicle three times in three distinct wash processes in a tunnel controlled by ISI's new iTC tunnel controller. Brand-name chemicals are supplied by Armor All, Rain-X, Blue Coral, and EcoLab. Customers can choose from twenty-three free vacuum stations, powered by three 20 hp turbines.

The operation of the carwash consists of one manager and two attendants on duty at any one time. One attendant is located at the entrance of the car wash to guide customers safely onto the conveyor. The second attendant is located at the exit, in the vacuum area, to police the area and assist customers. The manager is in control of all of the operations and is omnipresent to assist customers and to assure satisfaction. The employees all work full-time. On slow or rainy days, they perform normal equipment maintenance, they clean the tunnel and maintain the facility, and they hold training and safety meetings. There is a conspicuous difference at El Segundo because the employees are a cut above normal carwash employees. The managers are salaried and receive a performance bonus, and the attendants are paid well above minimum wage. Employees are always in uniform lending an air of professionalism to the operation and reinforcing the image of the brand. They are offered advancement opportunities instead of traditional dead-end carwash jobs. We look for the best and expect nothing less from our employees.

The wash offerings are \$5.00 for the basic express wash up to \$10.00 for the top of the line wash. Due to the close proximity of the Los Angeles International Airport, which is less than two miles away from the carwash, many taxicabs, limos, and other livery vehicles visit the El Segundo 5-Minute Express Carwash regularly.

El Segundo's managers spend time talking with customers at the tunnel's exit end while they are vacuuming their vehicles. The most common customer observations include their satisfaction with the quality of the wash; their delight with the speed of wash (less than the promised 5 minutes); the extended hours of operation that allow them to wash their vehicles on days other than Saturday and Sunday; and the most common benefit being the exceptional value of the wash. For only \$5.00 they can get a clean, dry, and shiny vehicle, in less than five minutes, plus a free, self-vacuum.

The exterior express wash model is a joy to operate, unlike the labor-intensive, full-service carwashes that are a constant struggle to operate profitably. El Segundo has surveillance cameras everywhere. The computer system is accessible from remote locations, and an operator can watch what is going on in real-time, anytime. He or she can remotely log into the system, count the cash and credit card intake, and view detailed real-time wash statistics from anywhere, without the employees even aware that they are being monitored.

It would be relatively easy to replicate the El Segundo 5-Minute Express Carwash many times over. Management would only become easier with multiple locations. Multiple locations would allow one to take advantage of economies of scale regarding marketing, service, maintenance, chemical supply, and human resources. With the technology available today, a centralized office could easily and effectively operate multiple locations with a minimum of staffing. This would result in profits in orders of magnitude.

You are invited to come visit us and see for yourself what the express exterior wash platform is really all about... profits!

UPDATE: Within 5 months of opening, the El Segundo 5-Minute Express Carwash is now washing over 20,000 cars per month, making it one of the highest volume carwashes on the West Coast.

For additional information about NS Wash Systems and, more particularly, it's 5-minute EXPRESS CARWASH concept, go to <http://www.nswash.com> . Click any message to view it in the reading pane. Observe the pictures. See the video documenting the customer reaction to this concept. Attachments, pictures, and links from unknown senders are blocked to help protect your privacy and safety.



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