

IQ EXPRESS





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Why IQ Express

A REVENUE GENERATING POWERHOUSE

IQ Express offers a fast track to higher revenue! Here's how...First, IQ Express boosts wash capacity by increasing throughput rate. Second, additional high-demand menu options increase average ticket price over traditional in-bay automatic sites. For higher volume locations, IQ Express is an excellent competitive alternative to the high cost and complexity of any tunnel wash system.

IQ Express enhances the acclaimed IQ 2.0 prep and wash functions with two post-wash application arches, tire shiner, dryer system and tastefully illuminated IQ Express signage to facilitate vehicle progression. All equipment and functions are fully integrated into one control system for easy programming and monitoring.



IQ Delivers Customer Satisfaction



ATTRACT MORE CUSTOMERS

- Customer-friendly open bay for easy vehicle positioning
- Full coverage of every vehicle size and shape expands customer base
- Average wash under 6 minutes is time-saving advantage

INCREASE THEIR POTENTIAL

- Consistent high-quality washes build loyalty and repeat sales
- Up to eleven high-demand wash menu options to offer revenue-boosting wash upgrades
- Optimal throughput reduces back-ups, wait times and drop-offs

RETAIN THEIR TRUST

- System reliability and technology ensure downtime is rare
- Precision scans virtually eliminate costly vehicle damage
- Highly reliable operation generates positive customer reviews and referrals



IQ Drives Investment Success

LOW CAPITAL COST

- Modest initial investment compared to full or express tunnel systems
- Minimum building specs and ease of installation allow for economical start-up expense
- Financing assistance may be available through manufacturer

HIGH PROFIT POTENTIAL

- Premium Wash Options raise average revenue per wash
- System engineered for efficient, low-cost-per wash operation
- Remote management and monitoring minimize labor expense and maximize uptime

LONG-TERM VALUE

- System capacity allows for expansive volume growth
- Durability, reliability and ease of service contribute to exceptional ROI
- More economical to operate over life of equipment compared to other IBA systems



2.0 GENIUS



After customers try our IQ Express Wash just once, boom... they're ready to sign up for the monthly subscription.

TAMMY MCCOMBS
STORE MANAGER, MACH 1



Everyone Wins!



INCREASED THROUGHPUT

IQ Express allows for two vehicles in wash bay simultaneously which increases wash capacity by 52% over standard IBA's.



HIGHER REVENUE PER VEHICLE

Enhanced in-bay experience and additional wash cycle options offer an opportunity for a higher price point on premium washes.



MORE MENU OPTIONS

IQ Express provides more add-on and upsell menu options, including Tire Shine, to attract customers and compete against Tunnel Washes.



DECREASED WAIT TIMES

Dual vehicle throughput cuts average wait times by 30% and increases customer satisfaction even during the busiest times of the day.

How Less Means More vs Express Tunnels

Five key factors determine which type of car wash offers the optimal investment. Compare these variables to see how IQ Express bridges the gap between traditional In Bay Automatics and an Express Tunnel. Now variables that are “less” can mean “more” profit potential with IQ Express.

* Figures are for a 1 bay IQ Express



LESS INVESTMENT CAPITAL

The figures below represent typical capital required for building construction and equipment expenses of a ground-up car wash.

IQ EXPRESS	EXPRESS TUNNEL
\$600,000	\$2.0 million

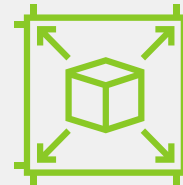


SMALLER AREA POPULATION

The population within a 5 mile radius has a large bearing on potential wash volume. Other factors include seasonal residents and density as well as income levels. Use these numbers to guide your initial planning.

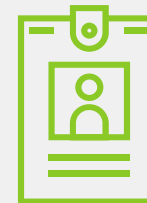
IQ EXPRESS	EXPRESS TUNNEL
8,000-25,000	+25,000

REDUCED BUILDING SPACE



The length of a tunnel or bay structure should be considered first, as it will be the largest dimension and dictated by the property lines. The building size must allow space for other structures, signage, and vehicles.

IQ EXPRESS	EXPRESS TUNNEL
53'-60'	85'-110'



FEWER EMPLOYEES

Labor required for car wash operations is a crucial factor impacting many aspects of the business. Hours of operation are directly dependent on staffing requirements.

IQ EXPRESS	EXPRESS TUNNEL
1 part time	5 full / 3 part



LOWER TRAFFIC COUNT

The average daily count of vehicles passing a business site is a vital determinant of car wash potential. Review counts of public roadways with direct access to site. Analyze data for seasonal, daily and even hourly patterns.

IQ EXPRESS	EXPRESS TUNNEL
15,000-35,000	+35,000

Competitive Edge

PRO FORMA COMPARISON CHART

Income, Expenses and ROI Profiles for Car Wash Investor Analysis.

* The following information is intended as generally representative and does not imply or guarantee actual results.
Revenue and cost figures are based on current industry research as well as data provided by D&S customers.

		EXPRESS TUNNEL	IQ EXPRESS
 INVESTMENT CAPITAL	LAND, BUILDING & EQUIPMENT	\$2,000,000	\$600,000
 REVENUE	WASHES/YEAR GROSS REV PER WASH ANNUAL GROSS REVENUE	80,000 \$9.58 \$766,400	30,000 \$12.00 \$360,000
 OPERATING EXPENSES	OPERATING COST PER WASH	\$4.22	\$2.74
 PROFIT/ ROI	NET REVENUE PER WASH TOTAL ANNUAL NET REVENUE INVESTMENT PAYBACK	\$5.36 \$428,800 4.7 YEARS	\$9.26 \$277,800 2.2 YEARS



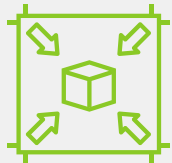
Performance Details



3D VEHICLE SCANNING

IQ's proprietary vehicle profiling generates a highly accurate scan of each vehicle using Ultrasonic Sensors, Light Grids and the IQ Command Module™.

This scan provides precise operating instructions throughout the system to give every customer a truly customized wash.



SPACE SAVING PUMPSTAND

Sturdy and compact, IQ pump stands minimize equipment room space by integrating injector based chemical delivery systems and water-efficient applications in a single, easy-to-access unit.



REMOTE SYSTEM CONTROL

Enjoy complete control and flexibility over your equipment and wash operation in real time from anywhere in the world.

The remote system self-monitors all aspects of the car wash. Programming of wash recipes is simple and stored in the system's memory, allowing you to easily retrieve recipes to adjust for seasonal washing conditions.



HIGH POWERED CLEANING

From a combination of high- and low-pressure applications, wheel cannons, bug off and turbo boosted nozzles, every IQ packs a punch while conserving water, energy and chemicals.



ENERGY SAVING DESIGN

The IQ's lighter weight reduces power consumption and its low-amp electric driven motors with VFD controls optimize input power to conserve energy. 3-D vehicle scans eliminate over application of chemicals.

The IQ is also compatible with water reclaim systems to limit wastewater and gray water disposal.



SAFE, SIMPLE POSITIONING

The IQ vehicle positioning system allows cars to easily align in the bay with no guide rails or hardware on the floor, giving the bay a clean "open" look, and without the risk of damage associated with guide rails.



EXPANSIVE WASH MENU

IQ Systems offer amazing flexibility for selecting and programming your wash menu offering. Packed with popular base level cycles and high demand, high profit premium wash menu upgrade selections.



EASE OF MAINTENANCE

The IQ 2.0's intuitive, self-diagnostic software continuously monitors components and wash conditions for preventative adjustments. It may also be programmed for triggered alerts which can be manually adjusted remotely from the system interface.

3D Scanning

PRECISION PROFILES EVERY VEHICLE CUSTOMIZES WASH FOR EVERY CUSTOMER

How does the IQ System deliver flawless washes no matter what size or shape of vehicle? First by performing a precise dimensional scan of each vehicle using Ultrasonic Sensors, Light Grids and the IQ Command Module.

Next, the scan directs the execution of each wash cycle with incredibly specific variations in the position and movement of brushes, wands, and nozzles resulting in a truly custom wash.

Plus, IQ's profiling accuracy includes intricate vehicle details and add-ons such as luggage racks, spoilers, and extended side mirrors which prevents costly damage common with other car wash systems. Finally, IQ's custom scan optimizes the wash of every vehicle, eliminating excess consumption of water, power and chemicals.



* Image above is graphic illustration of IQ vehicle scanning step. Actual beams are infrared.

Pump System

- Ultra-Compact Dimensions
- Completely Integrated Design
- Highly Stable Frame
- Injector-Based Delivery System
- Touch Screen Interface
- Durable Pumps & Motors
- Spot Free Rinse Compatible
- Heavy Duty Casters for Ease Of Mobility During Installation



System Components

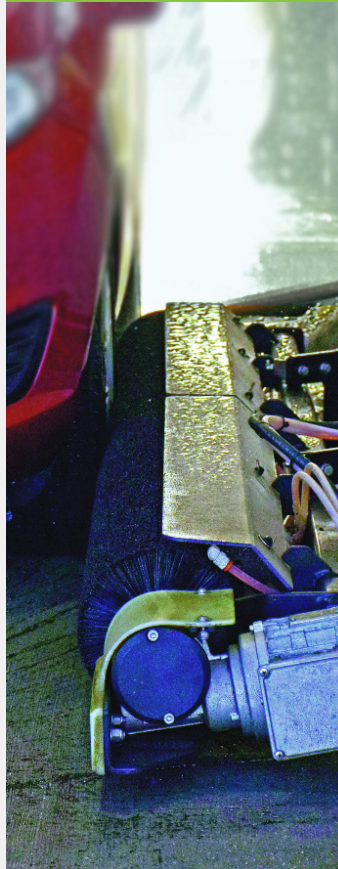
SOFT-TOUCH
OR TOUCH-FREE



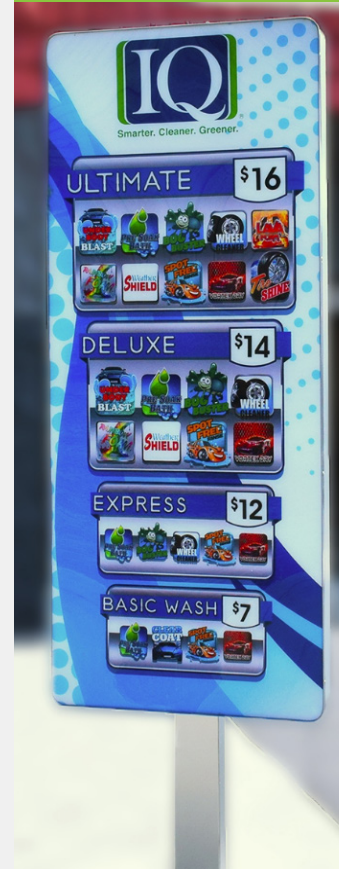
PROTECTANT &
SPOT FREE ARCHES



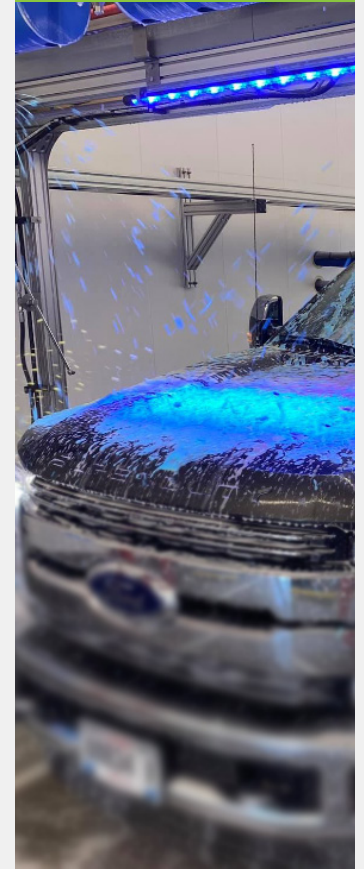
TIRE SHINE



ILLUMINATED
SIGNAGE



FOAMING WAX &
LED LIGHTS



EQUIPMENT COMPONENTS

- IQ 2.0 Touch Free or Soft Touch Genius Model
- IQ Slim Series Sign Package
- Off Board Undercarriage w/ Bay Wash Down
- Bug-Off Applicator - On Board
- Tri-Foam System
- Quick Rain System (Weather Protect)
- Foaming Wax & LED Light Kit
- IQ Compatible Dual Arch Pumping Station
- Clear Coat Protectant Arch
- Spot Free Rinse Arch
- Tire Shine Applicator System

* Tire Shine can be omitted from package.

EQUIPMENT OPTIONS & UPGRADES

- Dryer System
- IQ Casino Arch(es)
- IQ Commander Series Sign Package

WASH MENU OPTIONS

ST = Soft Touch

TF = Touch Free



Underbody Blast
(ST & TF)



Tri-Foam Conditioners
(ST & TF)



High Pressure Rinse
(TF)



2-Step Pre-Soak
(ST & TF)



Rain Curtain Rinse
(ST)



Wheel Cannon & CTA
(ST & TF)



Quick Rain Drying Agent
(ST & TF)



Wash/Scrub
(ST)



Tire Shiner
(ST & TF)



Pre-Soak or Detergent 1&2
(ST & TF)



Spot Free Rinse
(ST & TF)



Foaming Wax w/LED Light Show*
(ST & TF)



Bug-Off
(ST & TF)



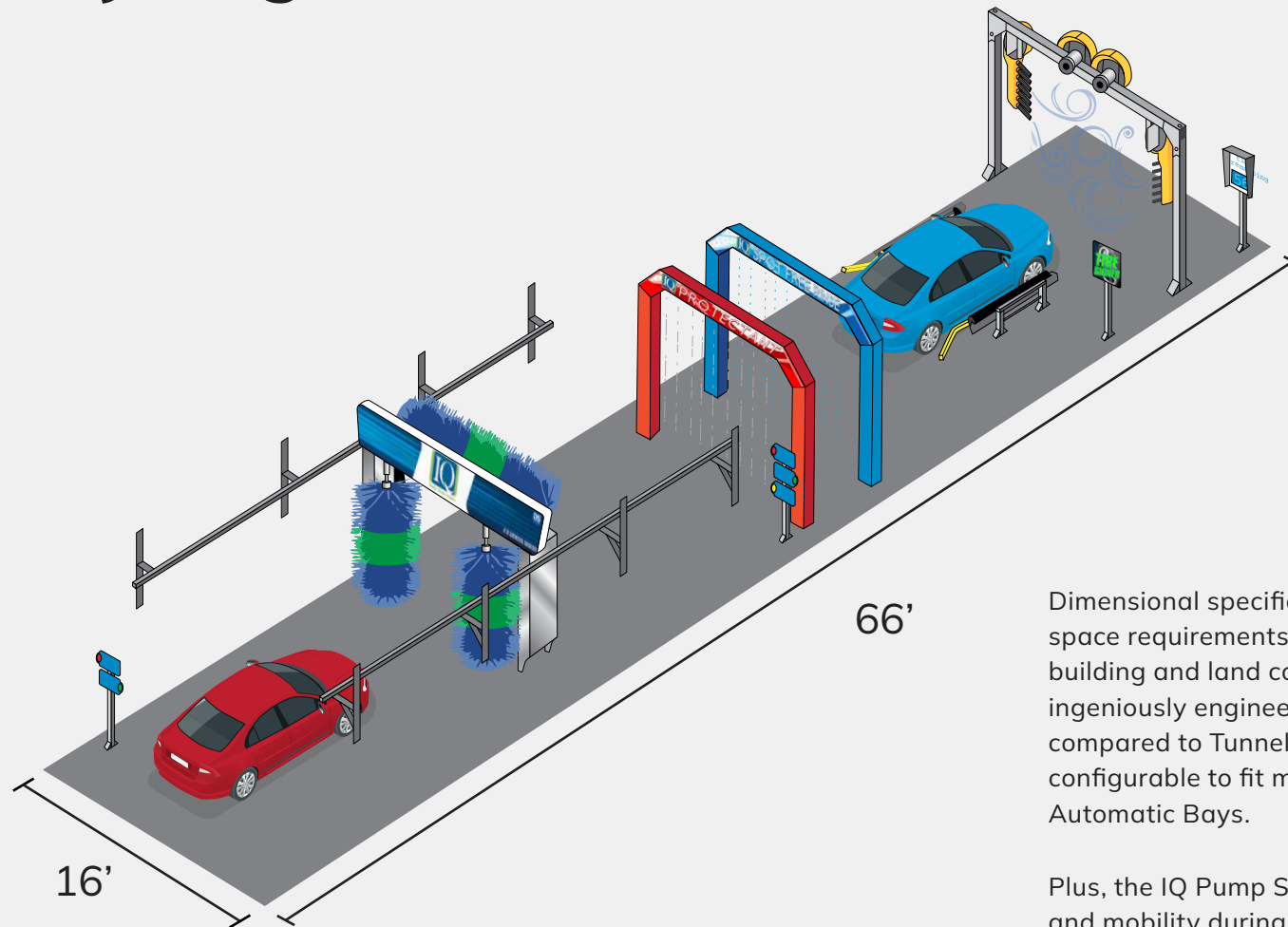
Dryer
(ST & TF)



High Pressure Wash
(TF)

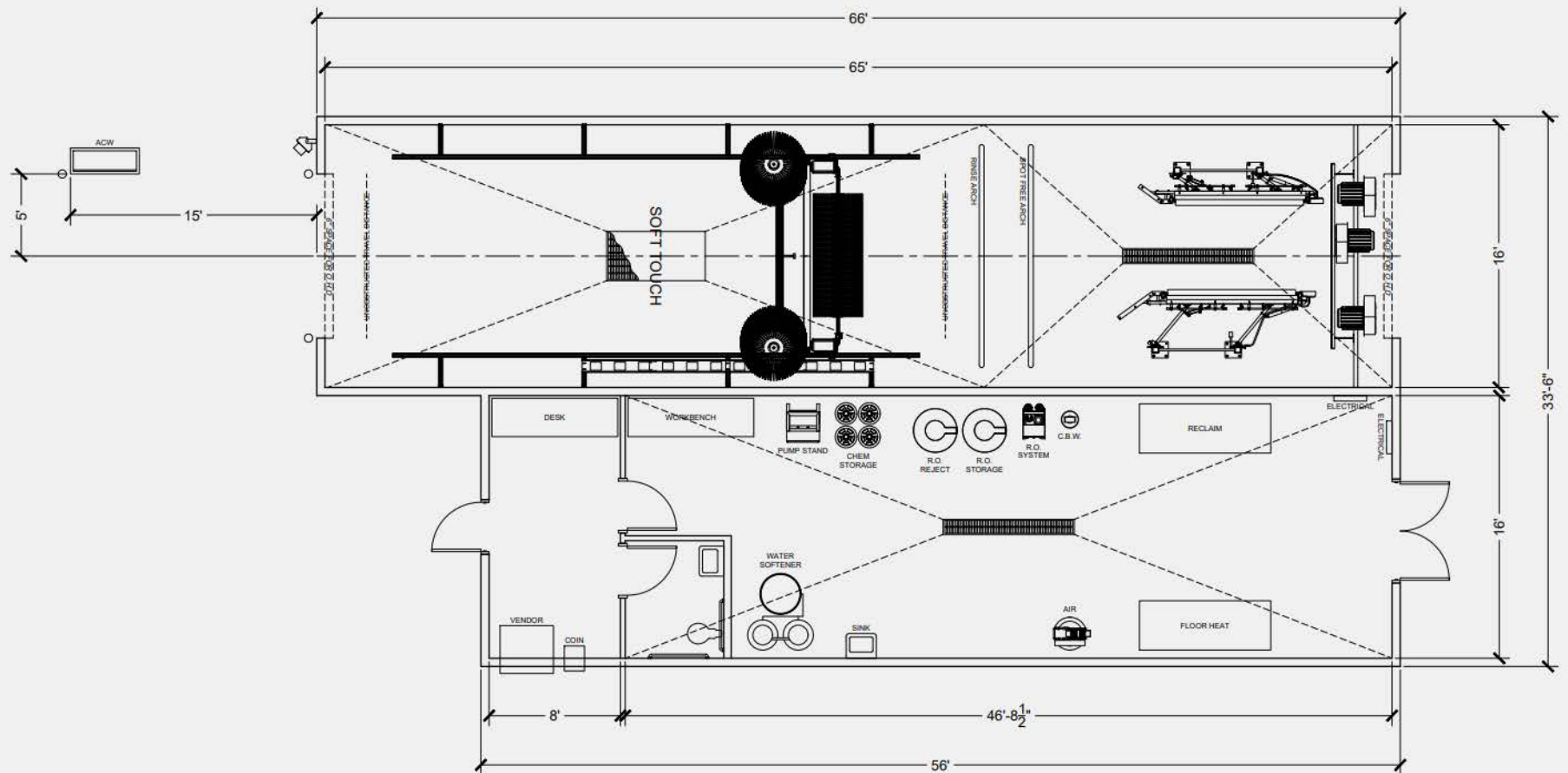
* LED Light Show can be assigned to any wash function.

Bay Diagram



Dimensional specifications for equipment space requirements directly impact building and land costs. The IQ Express is ingeniously engineered for compactness compared to Tunnel systems and is configurable to fit most standard In Bay Automatic Bays.

Plus, the IQ Pump System's frugal footprint and mobility during installation accommodate cramped Pump Room space.



Shown here is an example bay and Pump Room diagram that meet the dimensional requirements of an IQ Express Soft Touch model.

See P. 18 for additional configurations.

System Specifications

TOUCH FREE



SOFT TOUCH



BAY				WATER			
Height (Minimum)	Width (Minimum)	Length (w/ Dryers)	Length (Min. Inside Dimension)	Cold Soft	Hot Soft (Optional)	Spot Free	RO Reject or Reclaim (Optional)
9' 8"	14' 6" 14' off centered	53' (Arches + Tire Shine) 38' (Arches, No Tire Shine)	48' (Arches + Tire Shine) 33' (Arches, No Tire Shine)	3/4" from Main to Chemical Pump 3/4" from Main to Arch Protective Pump	3/4" from Main to Chemical Pump	1 1/2" from Storage Tank (10 gpm) to Chemical Pump 3/4" from Storage Tank (10 gpm) to Arch Spot Free Pump	3/4" from Storage Tank (8 gpm) to Wheel Blast Pump
9' 8"	14' 6"	60' (Arches + Tire Shine) 45' (Arches, No Tire Shine)	55' (Arches + Tire Shine) 40' (Arches, No Tire Shine)	3/4" from Main to Chemical Pump 3/4" from Main to Arch Protective Pump 3/4" from Main to Arch Protective Pump	3/4" from Main to Chemical Pump	1 1/2" from Storage Tank (10 gpm) to Chemical Pump 3/4" from Storage Tank (10 gpm) to Arch Spot Free Pump	3/4" from Storage Tank (8 gpm) to Wheel Blast Pump

CARRIAGE		ELECTRIC/AIR					PUMPSTAND					
Assembled Dimensions	Weight	Carriage	Chemical Pump Stand	High Pressure Pump Stand	Arch Controls	Filtered Dry Air for Chemical Aeration	Low Pressure (Chemical)	High Pressure	Arch Protective Pump	Arch Spot Free Pump	Chemical Pump Stand Dimensions	35 GPM Integrated Pump Stand
148"W x 112"W	700 lbs.	208/230V, 3ph, 20A	N/A	208/230V, 3ph, 150A	208/230V, 1ph, 30A	9 cfm @ 90 PSI	1.5 HP, 10 GPM, 200 PSI	5 HP, 35 GPM, CAT 3535-1200 PSI	2 HP, 20 GPM, 200 PSI	2 HP, 20 GPM, 200 PSI	N/A	30"W x 55"D x 62"H
148"W x 112"W	750 lbs.	208/230V, 3ph, 20A	208/230V, 3ph, 30A* 120V, 1ph, 10A * 60A with Side Blaster Option	N/A	208/230V, 1ph, 30A	6 cfm @ 90 PSI	1.5 HP, 10 GPM, 200 PSI	5 HP, 8 GPM, CAT 310-1200 PSI * 16A with Side Blaster Option	2 HP, 20 GPM, 200 PSI	2 HP, 20 GPM, 200 PSI	24"W x 32"D x 53"H	N/A

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