



> SAFE AND GENTLE

Many new operators are concerned about the potential of damage claims that are associated with using any type of friction washing material in a car wash. Due to this perception MacNeil researched alternative methods of cleaning. Washing methods that would be safe, gentle and maintain effectiveness.

In the retail car wash industry the guideline for customer claims in an exterior wash is under 1% of gross revenue. Through the use of Envirosoft foam and with equipment designs that operate on low washing pressures we have been able to maintain this expense ratio and in many cases have surpassed this low threshold.

Giving our customers the best of all worlds; greater wash throughput on busy days or times, high quality cleaning that increases customer satisfaction, minimal equipment related downtime, a higher percentage of up sells with fewer rewashes and a safe, gentle wash that makes your customer's vehicles look great without customer claims. These are some of the key factors that set MacNeil Mini Tunnels apart from other mini tunnel packages.

The following are the customer claims history of a few MacNeil mini tunnel operators:

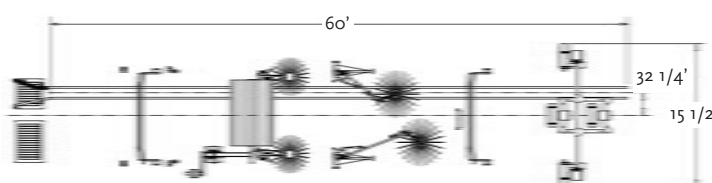
- 80,000 cars washed with total customer claims of less than \$1,700 or less than 0.5% of revenue
- A 3 year old wash in year 3 washed 40,000 cars and had \$1,150 in claims or less than 0.5% of revenue, with zero customer claims in the first 4 months of 2004
- A 7 year old MacNeil site which washes 35,000+ annually has had an average of under \$200/month since the wash was put in
- A 4 year old wash has had less than \$1,000 in customer claims and only 5 service calls since MacNeil equipment was installed

In the retail car wash industry, where operators make their living washing cars, the wash of choice by an overwhelming majority is friction washing. If washing with friction was so harmful why would they do this? If customers were concerned about the fact that friction was being used, why would they go to these car washes in the numbers that they do? The answer is that customers want it all; clean, fast, safe and gentle and they will select businesses that best provide them this service.

> SPACE REQUIREMENTS

	Length	Width	Height
Minimum Building	45'	15.5'	12'
Minimum Conveyor Length	55'		

The above dimensions are minimum requirements. Additional options may add to overall space requirements. Your MacNeil distributor can help you select the most appropriate system for your site and will assist with site planning.



> TECHNICAL DATA

MacNeil Mini Tunnel systems can be customized to your unique site, budget and operating requirements. Talk to your MacNeil distributor for complete technical details.

Todd Satterly – Guppy's Conoco

Our car wash puts out the best exterior wash in Iowa and has built a strong customer base. We have one regular customer who drives 35 miles for "the best wash in Iowa".

We have been open 25 months and operate 24/7; here are some of our results:

- *Downtime has been 17 hours- for maintenance and cleaning only.*
- *We were told 1 wash per 65 gallons, we wash 1 for 54 gallons*
- *Our gas sales are up 19%*
- *Our store sales are up 21%*
- *100% MacNeil support*
- *Customer claims of less than \$1000*

In summary, dealing with MacNeil has been a very professional, very positive experience and I thank them for making Guppy's Spa a success.

> THE MACNEIL EQUIPMENT ADVANTAGE

- RG-440 Conveyor - America's best conveyor, with over 3,000 in operation in North America
- RS-1000 Evolution Top Brush - cleans detailed hoods, roofs and eyebrow areas
- RS-701 SuperFlex Wrap-Around - operates at 3 times less cleaning pressure (safer, gentler) than other wrap-arounds, yet operates far more effectively at twice the line speed. That's technology!
- Tech 21 dryers with SMART Nozzle Technology - flexible dryer system to meet your specific needs
- Wash Control Center - pre-engineered to save valuable equipment room space, time and trades work during installation
- RW-103 Eliminator - high pressure wheel cleaning - cleans areas that are important to your customers
- RW-114 Foam Hawk Triple Foamer, undercarriage wash and clear coat sealant arches - provide effective application of products that protect customers' vehicles and make for profitable wash sales
- Entry system with POS - accepts pay at pump, pay at the wash or in the c-store
- Instructional signage and product signs guide customers through the wash and notify them of extra service applications

About MacNeil Wash Systems

MacNeil Wash Systems was established in 1982 and is an ISO 9001:2000 certified manufacturer.

The Company designs and manufactures quality car wash systems for the tunnel car wash industry and for the automotive dealer, fleet and rental markets. MacNeil products are engineered to provide superior cleaning performance, reduced maintenance, increased production, maximum cost savings and equipment longevity. All MacNeil equipment is backed by our focus on service excellence. We distribute and support our products through a North American network of more than 40 distributors that is second to none in capability and performance.

To find out more about MacNeil Mini Tunnel Systems, visit www.macneilwash.com or call us toll-free at 1-800-361-7797



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MacNeil Mini Tunnel Systems -

Built For Your Bottom Line

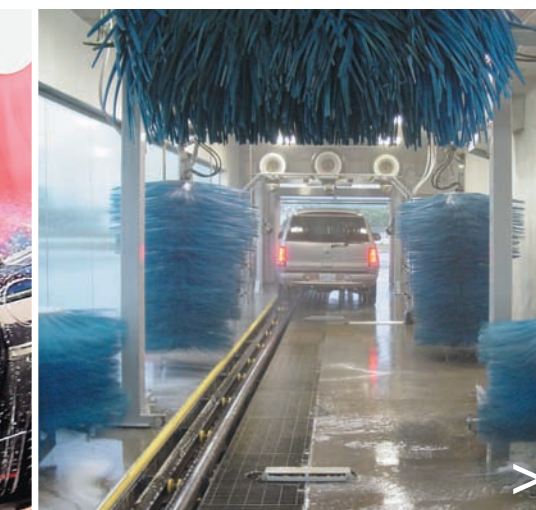
MacNeil Mini Tunnel Systems - Built For Your Bottom Line

The most successful and profitable petroleum car wash sites use friction mini tunnel systems. The reasons for success are very simple: **Performance, Production and Profit.**

Performance is all about wash quality and customer satisfaction.

Production is all about processing volume and customer convenience.

Profit maximization for the operator is what is behind the design and engineering of MacNeil mini tunnel systems.



> PERFORMANCE

Performance is all about wash quality. Superior wash quality is a critical component of customer satisfaction. Customers want clean cars, and MacNeil mini tunnels deliver superior wash quality with the use of soft and gentle envirosoft foam as the cleaning material on key wash components. The new generation of foam has dealt with customer perceptions that equipment and materials could damage their vehicles. And there is simply no argument that touchless car washes produce the same wash quality as friction. In fact, our foam product provides customers with “the added touch” in a superior wash product. Customer satisfaction is also driven by receiving an environmentally sensitive wash without sacrificing wash quality. MacNeil’s systems deliver on this increasingly important aspect of customer satisfaction with the use of significantly less water and chemicals than are used in touchless car wash systems. Wash quality is also important in maximizing revenues per wash through selling upgraded wash packages to your customers. If your basic wash package does not perform and clean your customer’s vehicles thoroughly, they are less likely to take advantage of the profitable upgraded packages that you may offer. Triple foam conditioners, wheel cleaners, sealer wax and rust inhibitor applicators can generate substantial bottom line profit for your business. In recent studies we have found that on average our operators sell 50% more upgraded wash packages based on these value added selections.

There are many components (individual pieces of equipment) which make up any car wash system and have specific roles in the quality of product your wash turns out. These components clean the key areas of every vehicle’s top surface, front and back, sides, wheels and dry the vehicle. When researching car wash manufacturers, you should look at the components that make up their car wash systems. If these individual components fail, your wash will not produce the results your customers are looking for, leaving them disappointed and reducing your ability to up sell your wash packages. In a mini tunnel there is very little difference between the base wash and the best wash (typically protection packages and maybe wheel cleaning), so you have to do it right the first time. Customers will not pay for protection/ sealants if their vehicle is not clean to begin with!

At MacNeil Wash Systems our engineering efforts have been to build components that provide car wash operators with the best possible results at the highest of conveyor speeds. The same components in our Performance Mini Tunnel operate in car washes that have conveyors running at over twice the speed that yours will run, demonstrating the capability of our equipment.



Garry Meredith, Car Wash Advisor, Petro-Canada

Petro Canada is one of Canada's leading car wash operations with our Superwash friction program in unattended petroleum sites across the country. We have been using MacNeil's mini tunnel systems in our network since 1995 and have been very satisfied with the wash quality, production capacity and success of our program.

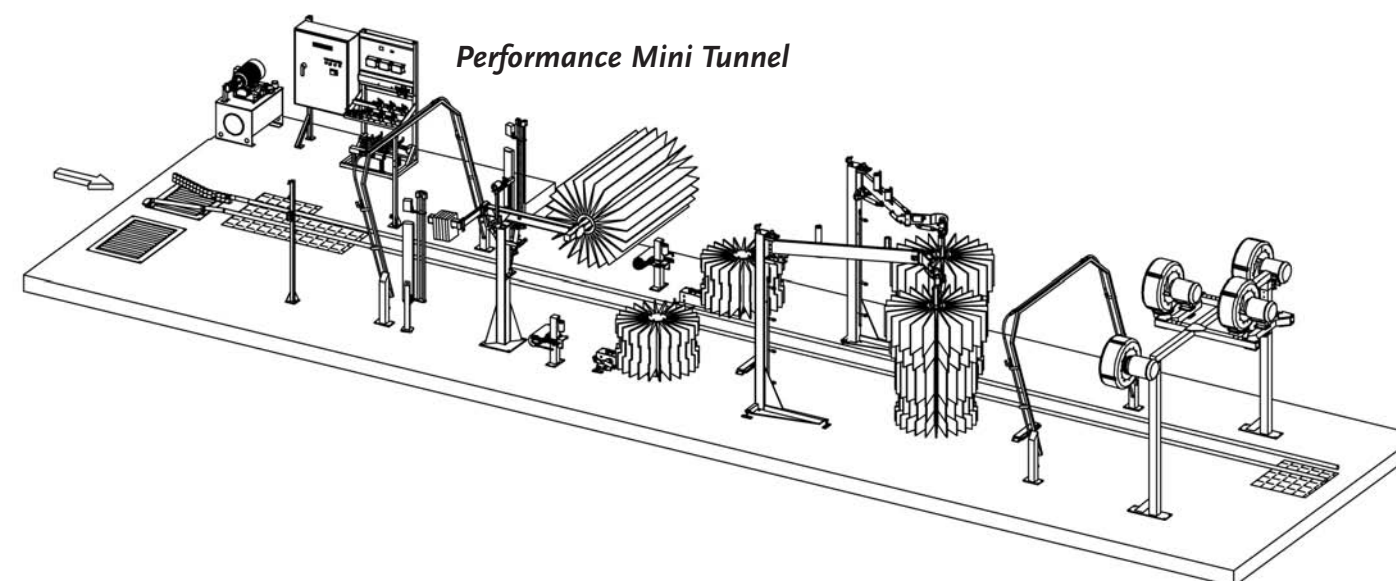
> PRODUCTION

Production is all about processing volume while maintaining customer satisfaction and convenience. In most parts of the country, you typically have 5-6 great car wash days each month – those days when everyone wants to get their vehicle washed. With a MacNeil mini tunnel system, you are able to capitalize on these days, washing 4-5 times more than you could with an in-bay automatic system. This makes the math very simple.

Customers also benefit greatly from the increased throughput capability through the convenience of reduced waiting times during these peak wash periods. This convenience is also a factor in the customer's willingness to purchase an upgraded wash package, therefore increasing your revenues and profits for vehicles washed.

Production in the car wash business is geared toward processing the customer quickly and turning out a quality wash in the shortest period possible. Our Performance Mini Tunnel systems allow us to operate at conveyor speeds of 75 cars per hour (or greater depending on building length). The ability to process vehicles at this speed while maintaining cleaning and drying quality is the key factor. And all of this can be accomplished without labor.

Operating at 4-5 times the hourly throughput of in bay automatic machines allows you to wash more vehicles on those key money making days. It is this speed that allows us to increase your wash production and maximize your profits.



> PROFIT

MacNeil Mini Tunnel systems are designed and engineered for maximum profitability for the operator. Designed for minimum maintenance and longevity of performance, our systems deliver on reliability and uptime. Combining the production capability of our system with superior wash quality enables you to maximize your up sell opportunities resulting in your ability to maximize profits.

That's why we say that MacNeil Mini Tunnel systems are “built for your bottom line.”

MacNeil Wash Systems and our distributors understand the importance of reducing equipment related downtime. This impacts your site in numerous ways- lost car wash revenue, negative impressions on your customers, lost fuel and store sales and the cost to repair and service the equipment.

As a result we use the highest quality components in the manufacturing of our equipment. These include stainless steel mounting hardware, stainless steel bearings, direct drive hydraulic motors with internal bearings and designs that eliminate common maintenance problems which create downtime.

Our equipment is supported by the industry's finest distributor network. Period! Our distributors understand the importance of keeping your wash in operation and have the experience and organizations to achieve this goal.

Increased production can lead to increased profits, as illustrated by the following:

- 750 cars washed in a day
- One site with \$100,000+ revenue in a month
- Another location with \$90,000+ revenue in a month
- A third location with over \$75,000 in revenue in a month
- \$8,000+ in car wash revenue on one day
- 13,000 + vehicles washed in a month
- 11,000 + vehicles washed in a month
- Average up sells of over 50% monthly

Rick Beck, Manager Strategic Development, McDonald's Corporation

In the first two years of operation, we experienced a total of 1 day of equipment related downtime. We also provided our customers with a high quality wash that has built a solid customer base for our wash. As new products were developed, we added a high-pressure wheel cleaning system to our offering and had less than a one-year payback on the investment.

The MacNeil system and its support were everything that we thought they would be and we have been very satisfied with the results we have experienced with them.