



ceccato
wash systems



Wash Proposal

Ceccato Hydrus Start

January 2010

Introduction

Ceccato Wash Systems holds the Australian distribution rights for the Ceccato and MacNeil range of car washing equipment. For more information on Ceccato Wash Systems please visit our website at www.ceccatocarwash.com.au.

This document has been produced to provide detailed information about the Ceccato Hydrus Start.

For a personalized quotation taking into account your individual situation please contact us on 1300 155 115.

Ceccato Italia

Ceccato is Italy's largest manufacturer of vehicle wash systems. A privately owned company, Ceccato has more than 53 years of continuous experience in the design and production of car, truck, bus, tram, train washing and wastewater recycling equipment.

The Ceccato vehicle wash equipment manufacturing plant is located in Alte di Montecchio Maggiore (VI), Italy with an undercover production area in excess of 20,000 square metres. Ceccato employs a total of 300 people, has an average production of 1100 wash systems per year and has subsidiaries in Europe, North and South America, the Middle East, North Africa, Australia and Indochina. Ceccato Wash Systems is the Australian distributor of Ceccato S.p.A.

Ceccato is a preferred supplier of vehicle washing systems to major international oil companies including Chevron Corporation, BP, Aral, Shell, Esso and Total. Ceccato machines are used by Ferrari, Maserati and Alfa Romeo in their factories to wash new cars before they are sent to showrooms for sale.

Ceccato S.p.A has been under continuous Ceccato family management since inception and is one of the most financially stable companies in the industry, worldwide.

Ceccato Wash Systems is able to offer full 24/7 technical support, service and maintenance of the Ceccato range of vehicle wash systems throughout Australia.



Ceccato S.p.A's corporate headquarters in Vicenza, Italy.



Ceccato Hydrus Start



The Ceccato Hydrus Start is a specially discounted version of the Ceccato Hydrus. The Hydrus Start incorporates all the key features of the Hydrus except the price tag – it retails for around \$30,000 less.

The Hydrus Start was made available to the international market by Ceccato at Autopromotec in June 2009 seeking to increase market share in the highly competitive service station car wash industry. Ceccato has been tight lipped as to how long the Hydrus Start will be available at the current considerable discounted price however they have made it clear that it is only a “temporary pricing structure”.

Priced at \$84,518 (ex-GST) and including the patented Air Plus™ drying system, foam Touch Lite brushes and a wheel washer the Hydrus Start is without a doubt the best value car wash on the market and has been designed specifically for use in the service station industry.



System Overview

The Hydrus is the Ceccato roll over machine built specifically for the service station industry. The Hydrus is a superior machine to the entry level Ceccato Aries and incorporates many of features found in the top of the range Ceccato Pegasus. *The Hydrus Start is a specially discounted version of the Hydrus and offers great value for money and versatility.*



The Hydrus is a washing centre for vehicles with one mobile gantry. This means that the gantry rolls over the machine several times to wash and dry it, whereas the vehicle remains stationary for the whole cycle time.

The process includes a first washing phase with rotating brushes, followed by the drying phase during which the water is blown away from the vehicle surface by means of high pressure air flows. The brush action is supported by the distribution of water and wash chemicals. Before the drying phase some wax is distributed on the vehicle in order to make the water flow and obtain a polished finish.

A complete washing process is carried out according to the following sequence of operations:

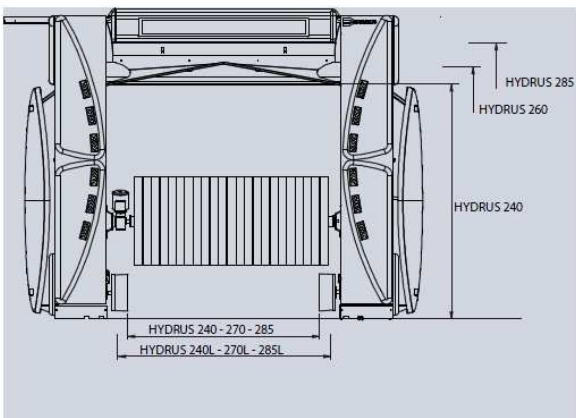
1. Pre-washing
2. Washing
3. Polishing
4. Drying

Each phase can be carried out in different ways. The Hydrus offers multiple choices also in the application of special products like: pre-wash cleaners, waxes, polishes, and osmotic water.

The Hydrus combines many of these features into the same gantry run thereby shortening the cycle time and maximising unit capacity.

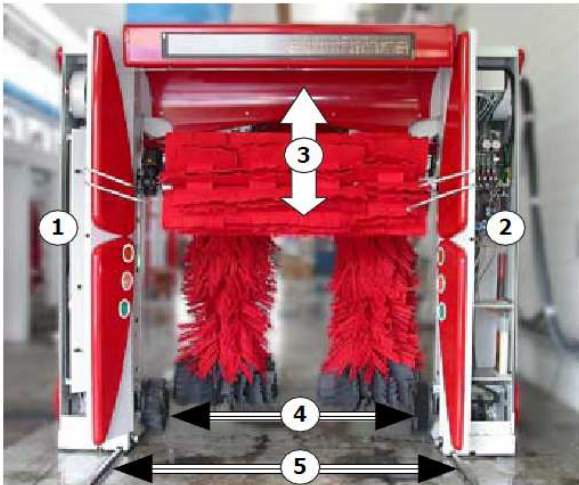
The Hydrus is available in two versions as determined by the drying system: the Air Plus range or the contour following top drying system. Both versions can be supplied with different washing heights and widths as per the table to the left.

The Hydrus Start's wash height is fixed at 2.4m.





This picture depicts a typical layout for a Hydrus machine without housing. It consists of: a working area marked on the floor and equipped with warning signs, the Hydrus washing unit, gantry sliding rails, a structure for the movement of the energy chain, a control box, a self service box (optional), and a technical room (high pressure pumps, osmotic water etc).



The main components of the machine as pictured are:

1. Gantry column containing the electrical cabinet
2. Column containing the hydraulic equipment
3. Top brush equipped with up and down movement
4. Wheel wash device, with rotating brushes (optional)
5. Gantry rails
6. Contour following top dryer with integrated blowers. The optional horizontal medium pressure washing arch can be fitted to the top dryer structure.
7. Signalisation and positioning device.





8. Side brushes
9. Splash guards (optional)
10. Support frame of cable and pipes energy supply chain
11. Electrical box to connect the power supply and the external units.



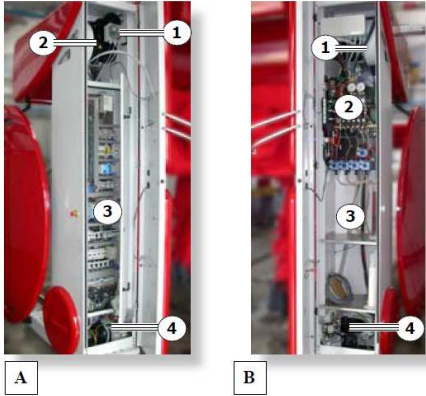
12. Side drying system, including two vertical nozzles. The side nozzles are embedded into the gantry columns and the air blowers are mounted on the top of the same columns.



The Hydrus Air Plus is a patented drying system exclusive to Ceccato. The drying system includes:

1. Top section, including two oscillating drying nozzles, installed under the gantry top cross beam.
2. The vertical working group includes two side drying nozzles which are mounted on the opposite gantry columns. Each nozzle is equipped with one air blower, fitted on top of the relevant gantry column.





Main Components inside the structure:

Left Column:

1. Display control device
2. Left side blower
3. Electric cabinet
4. Robowash washing unit (option)

Right Column:

1. Right side blower
2. Hydraulic/pneumatic switchboard
3. Shelves with wash chemical cans
4. Robowash washing unit (option)



Front shampoo nozzles are fitted in order to deliver shampoo and foam before the top brush engages. Two units are installed. They can be used in the following ways:

- Distribution of foam during the brush wash
- Distribution of foam in separate wash runs
- Distribution of standard shampoo
- Rinsing



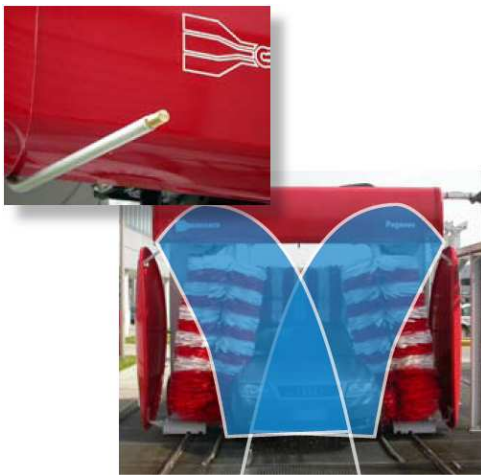
Two water nozzle sets are installed to distribute water onto the top brush covering the vehicle as indicated on the left.





These nozzles are used to distribute water on the vehicle's sides and on the side brushes. They can be used in the following ways:

- Distribution of foam during brush wash
- Distribution of foam in the separate wash runs
- Distribution of standard shampoo
- Rinsing



The rear nozzles can have the following functions:

- Rinsing of the vehicles in the forward run
- Wetting surfaces before the side brushes in the backward runs.

Wax nozzles are used for the following functions:

- Distribution of wax beyond the top brush
- Separate gantry wax run
- Distribution of wax during the drying process
- Separate gantry run with osmotic water
- Distribution of osmotic water during drying process
- Rinsing





The signalisation system includes traffic lights with three colour lamps, fitted at the entry side of both gantry columns.

Signage should indicate:

Yellow = move vehicle backwards

Red = stop vehicle

Green = move vehicle forward



The traffic lights or LEDs are controlled by the interception of two inclined photocells which detect the presence of the vehicle in the bay.

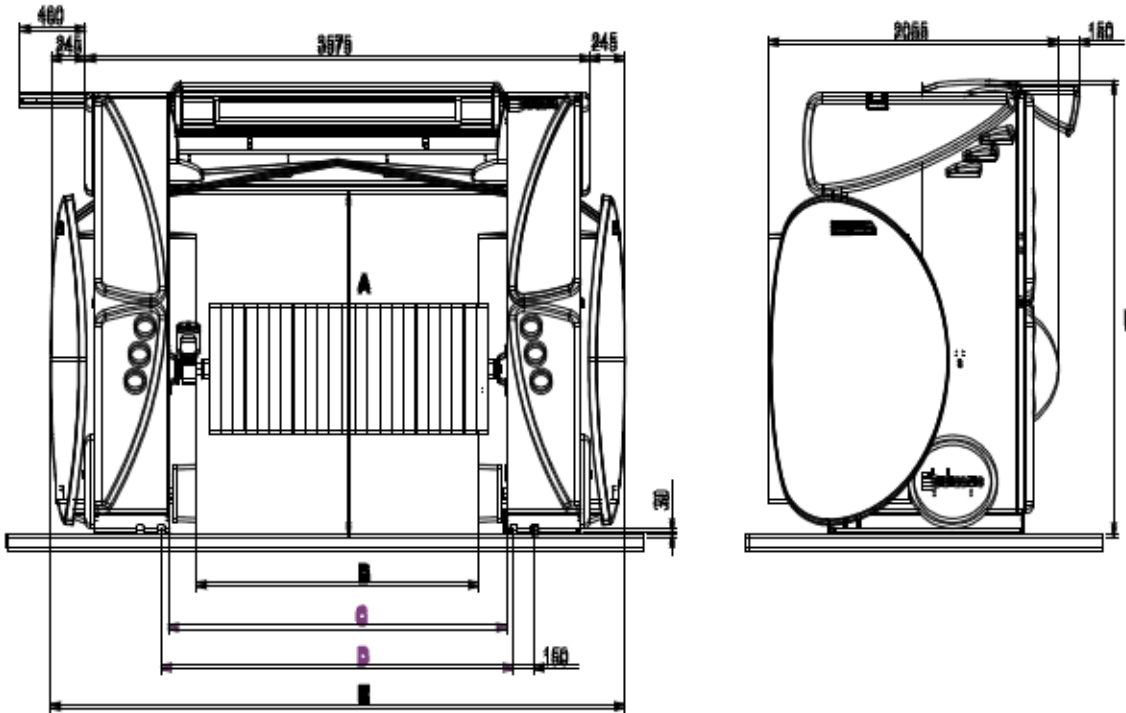


An optional digital text display can be fitted to the top of the gantry. When you look at it from the entry side of the machine it is a very effective way of communicating with your customer. Typical information that is displayed might include: programmable advertising messages, instructions for positioning your vehicle, information about the wash phase, reminders about aerial being remove/windows up etc

Note: Photos used in the above sequence are of a Hydrus machine that includes some options unavailable on the Hydrus Start.



Technical Information



			HYDRUS			
			225	240	260	295
Total weight (#)	kg	(lb)	1600 - 1700 # (3500 - 3800#)			
Height (A)	mm	(in)	2280 (89 ^{3/4})	2430 (95 ^{3/4})	2630 (103 ^{1/2})	2980 (117 ^{1/4})
Width (B)	mm	(in)	2000 / 2300 # (78 ^{3/4} / 90 ^{1/2} #)			
Width (C)	mm	(in)	2400 / 2700 # (94 ^{1/2} / 106 ^{1/4} #)			
Rails distance (D)	mm	(in)	2500 / 2800 # (98 ^{1/2} / 110 ^{1/4} #)			
Width (E)	mm	(in)	4065 - 4365 **			
Height (F)*	mm	(in)	3065 (120 ^{3/4})	3215 (126 ^{1/2})	3415 (134 ^{1/2})	3765 (148 ^{1/4})

(#) *HYDRUS L2700*

(*) *With or without the display*



Programs, Times, and Consumption

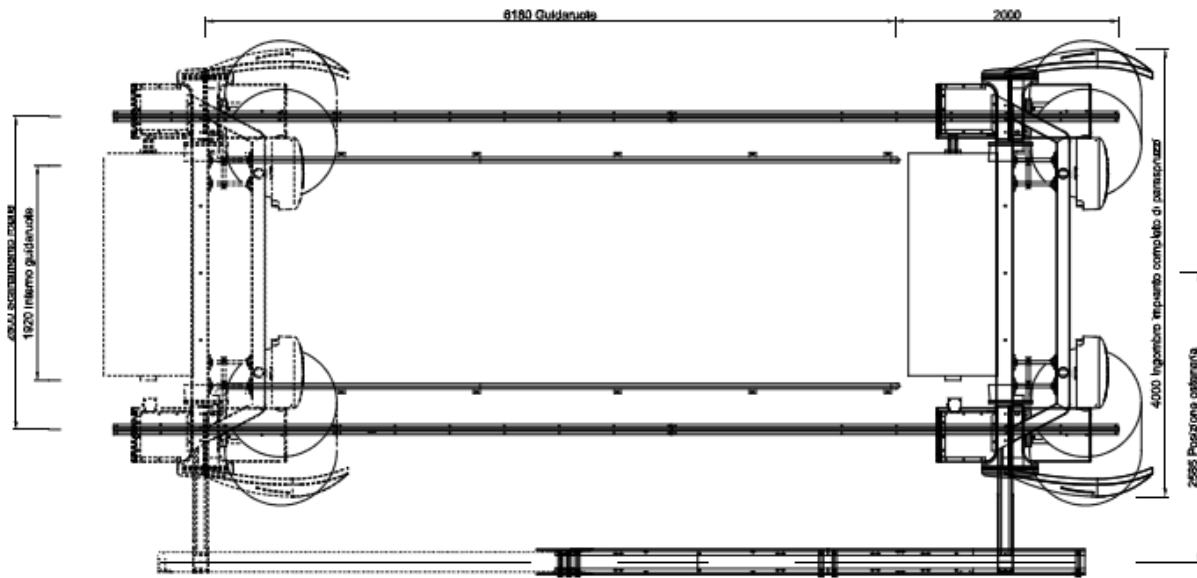
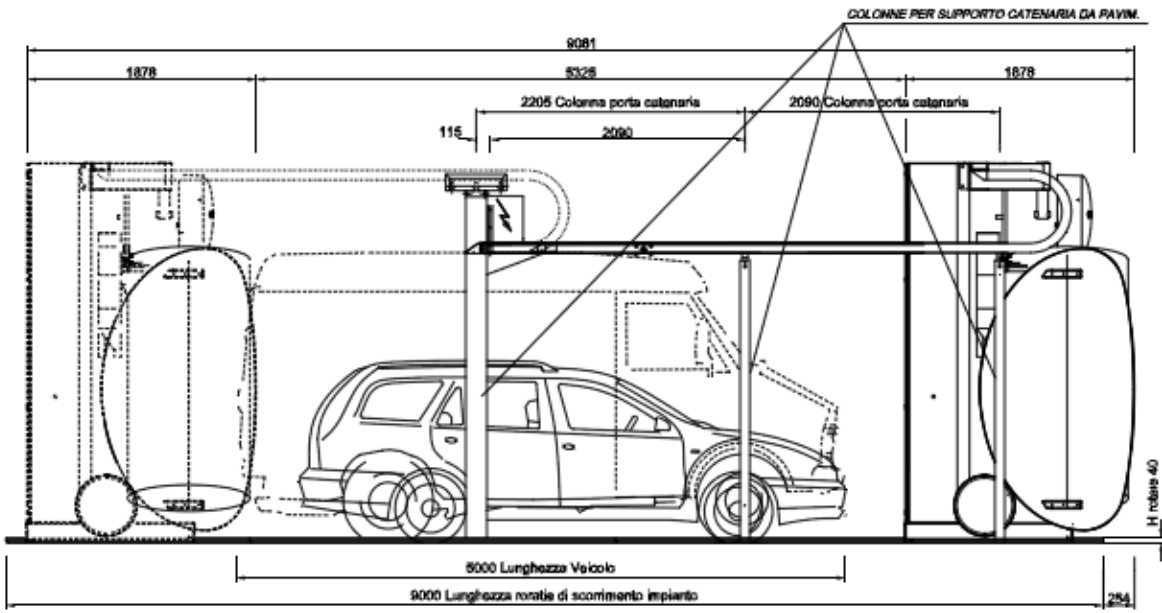
Program			runs	Time min	Recycled water	Clean water	Air	Power	Smoothers	Shampoo Foam	Wax	Super wax	Sonax
					litre	litre	litre	kW/h	g	g	g	g	g
					gal. (uk)	gal. (uk)	gal. (uk)	HP/h	oz	oz	oz	oz	oz
1	Forward:	Wax + Drying	2	1'40"	-	15	-	0.55	-	-	12	-	-
	Return:	Drying			4		0.74		0.45				
2	Forward:	Washing + Shampoo	4	3'10"	60	15	5	0.71	-	20	12	-	-
	Forward:	Washing + Wax			16	4	1.5	0.95		0.7	0.45		
3	Forward:	Washing + Shampoo + Finishing	4	3'40"	70	15	20	0.74	-	22	12	-	-
	Return:	Washing + Finishing + Wheels washer + Wax			19	4	5	1		0.78	0.45		
4	Forward:	PreFoam+ Washing + Finishing + Side high pressure + Robowash	4	3'40"	120	25	50	1.30	-	26	18	-	-
	Return:	Washing + Finishing + Wheels washer + Hot wax			32	7	13	1.74		0.9	0.65		
5	Forward:	PreFoam	6	4'30"	75	15	60	0.94	-	26	-	15	-
	Return:	Washing + Finishing + Wheels washer			20	4	16	1.25		0.9			
6	Forward:	Hot smoother	6	5'10"	160	25	70	1.72	80	20	18	-	-
	Return:	Total high pressure			42	7	19	2.3	3	0.7	0.65		
7	Forward:	PreFoam	8	7'30"	120	15	140	1.5	-	26	12	-	100
	Return:	Washing + Finishing + Wheels washer			32	4	37	2		0.9	0.45		3.5
8	Forward:	Washing + Finishing+ Side high pressure + Robowash	10	8'20"	160	25	130	1.83	-	26	12	-	100
	Return:	Drying			42	7	34	2.5		0.9	0.45		3.5



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Site Plans





HYDRUS START



The essential features of a multi-program machine, available in two versions: **AIR PLUS** and **(CONTOUR FOLLOWING) PROFILE**, for performances always adequate to the needs of users servicing the wash area.

High design quality derived from a higher range machine and consolidated application experience characterize Hydrus Start – the ideal machine for those who look for a standard functionality, but with high quality results.

Machine available only with Foam Touch brushes, of a brilliant blue color, with white structure (Ral 7035) and gray claddings (RAL 7016).



The right machine when you want to offer results of maximum care, possibly also including a manual pre-wash, like typically a car dealer or a professional washer does.

A two colors traffic light system is located on the right hand side front part of the machine and its high intensity lights guide the user in the vehicle positioning maneuver. The vertical brushes, when in action, perform a sequence of overlapping movements that allow maximum coverage in the cleaning process.



Galvanized and painted gantry structure. Double circuit for reclaim and fresh water.

AIR PLUS: horizontal drying system with two blowers with oscillating asynchronous movement that move a large masses of air.

(CONTOUR FOLLOWING) PROFILE: horizontal drying system with two blowers connected together in order to create an air blade that follows the profile of the vehicle.

For Air Plus and (Contour following) Profile, the vertical drying system is the same.

Width	4065
Length	2055
Height	3215
Rails distance	2500 / 2800
Max vehicle washing width	2100
Max passing through width	2400
Max passing through height	2400
Max washing height	2370
Max length of vehicle	5200
Max wheelwash passing through width	2050
Standard rails length	9000

Voltage supply (V)	400
Max Power absorption	12 Kw
Installed Power	18 Kw
Frequency (Hz)	50
Total weight (kg)	1600





Alte Ceccato, June 12, 2009

Dear Sirs,

following the constant push made by the competition in the entry-level side of our range of products and given the present market situation favoring lower investment levels, Ceccato has decided to put in place a number of actions both in the development of the product and in the marketing push.

The Autopromotec show in Bologna (May 20-24) witnessed the first steps in the direction we have outlined for the future of our organization.

Nevertheless, the most immediate action we can make visible and available to you to better fight in the market still appears to be a special pricing for an entry-level Hydrus.

We have then decided to manufacture such machine in lots of 30 units in order to reach the necessary price level. Such machine will be characterized by a locked configuration that responds to the majority of the requests we have received from the distribution net.

The "Hydrus Start" will be equipped as follows:

Hydrus 240 standard gantry (frame color: White RAL 7035; top cladding color Grey RAL 7016 – no side front claddings)

Carlite brushes (brush color: Light Blue RAL 5015)

Wheelwash (brush color: Light Blue RAL 5015)

Shampoo with dosing pump

Wax with dosing pump

Air Plus Drying System

(2 top blowers and 2 side blowers – as normal Hydrus Air Plus)

Pushbutton panel (without UNIOP – the machine will not be equipped with Uniop)

Omega shaped profile rails

Wall mounted junction box

2 lights traffic light

Water supply pump

Water pump starter



The only options available for the “Hydrus Start” will be:

Priced at additional:

Splash guards (color Grey RAL 7016).....	693 Euro
Pole for cable support (color Grey RAL 7035).....	384 Euro
Magnetic card reader (color Grey RAL 7035).....	2300 Euro
Contour following drying system	500 Euro

It goes without saying that for this machine no changes in the locked configuration will be at all possible.

To facilitate the comprehension of the visual impact of such machine I am sending here with a brief brochure with an idea of the combination of colors.

The machine will be manufactured in waves of 15 units in the Air Plus version and 15 units in the Contour Drying version at the same time, without waiting for a specific order. So, upon request, you will be furnished with response on availability depending on concentration of demand.

In sending you my kindest regards, I remain available to further explain the terms of this project, if at all necessary to you.

Riccardo Dolcetta
Commercial, Marketing & Service
Director
Ceccato S.p.A.



Preventative Maintenance

The key to efficient equipment operation is effective and timely equipment maintenance. The Operators Manual contains recommended preventative maintenance procedures; however, we recommend consideration to acceptance of a Ceccato Wash Systems Pty Ltd Preventative Maintenance Program to provide regular routine preventative maintenance inspections to keep the equipment in peak operating condition.

Our nominated service technician will be a member of the installation team at your site to ensure complete familiarity with the installation and all prevailing site conditions. The service technician will be based in Sydney and will be available on a call-out basis.

Preventative Maintenance Program

After execution of our Servicing & Maintenance Agreement, Ceccato Wash Systems will visit your site once monthly to inspect the washing system and carry out preventative maintenance service. Preventative maintenance service shall be conducted during business hours between Monday and Friday.

Once monthly service will consist of:

1. Inspect all lubrication points and lubricate as necessary
2. Check all spray nozzles and clear any blockages
3. Check system activation
4. Inspect cable train, cables, hoses and connections
5. Inspect wheel guides for damage, remove any floor debris
6. Check wheel guide floor fasteners
7. Check all sensors and switches
8. Check brushes for wear
9. Check dosing adjustments, adjust as necessary
10. Check recycled water for odor and clarity
11. Inspect and clean oil / water separation system
12. Check position and condition of signs, traffic lights and bay lighting
13. Run a vehicle through a complete standard wash program & inspect the result for effectiveness – adjust as necessary
14. Inspect and operate any supporting equipment under service
15. Check chemical levels and report to user for replacement
16. Prepare service report and submit to user

Ceccato Wash Systems Pty Ltd will not be responsible for the cost of repair or replacement as a result of user modifications, damage caused by vandalism or other causes outside Ceccato Wash Systems Pty Ltd control.



Non-Scheduled Maintenance (National 1300 799 463)

Ceccato Wash Systems Pty Ltd will provide non-scheduled maintenance on the designated system at the designated site upon receipt of a request from the customer. Ceccato Wash Systems Pty Ltd will contact the site within 60 minutes of customer notification and attend the site within one working day of receipt of the customer request.

Upon attendance at the designated site, Ceccato Wash Systems Pty Ltd will determine whether the maintenance is warranty related or customer responsibility before incurring any expense other than for site attendance. No additional expense will be incurred unless and until the customer provides necessary authorization.

If service is deemed to be warranty related, Ceccato Wash Systems Pty Ltd will secure approval to proceed with repairs / replacement under warranty conditions on behalf of the customer.

Ceccato Wash Systems Pty Ltd will maintain stock of spare parts at our service base that it deems appropriate to suit the system.

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Our current maintenance charges (subject to change) are:

Hourly Service Rates: Non Scheduled Maintenance Charges (non warranty)

- Hourly Rate 7.30am to 5pm Monday to Friday = \$95.00 per hour
- Hourly Rate Outside Normal Hours = \$135.00 per hour
- Hourly Rate Public Holiday / Sunday = \$135.00 per hour
- Call Out Travel Allowance = 1 Hour
- Minimum Site Charge = 1 Hour



Routine Inspections

Ceccato Wash Systems Pty Ltd recommends that the following weekly maintenance checks are carried out by the operator.

1. Inspect chemical levels
2. Inspect drains and pits for debris or obstructions
3. Check automatic system activation
4. Observe one full wash cycle by automatic vehicle activation

It is also recommended that the wash bay be kept clean and free of waste materials and debris and that grated drain covers are not obstructed.

In the event that any malfunction is observed, Ceccato Wash Systems is available 24/7 on 1300 799 463 for service and support from our service base.



Equipment Pricing

Our price to supply, deliver and install the following equipment as described is:

Hydrus Start Car Wash Machine

\$84,518 plus GST

System Inclusions

- Air Plus™ Drying System
- Complete claddings in Grey RAL 7016
- Wheelwasher in Gray RAL 7016
- Foam Touch Light brushes (Light Blue RAL 5015)
- Splash Guards
- Pole for cable support

Note:

This pricing is fully inclusive of all international freight, supply, delivery and installation costs.

Our trading terms for equipment and installation are 50% with order, 30% upon arrival to Australian Customs and the balance upon final commissioning unless varied by separate written agreement. Letter of Credit arrangements are acceptable.

The payment price utilizes a Euro/AUD conversion rate of **0.61**. Any strengthening of the Euro above this conversion rate will result in an increased charge to bring about parity.



Exclusions

Offers contained in this proposal do not include,

- Power Supply to the Site
- Water Supply to the Site
- Sewer Line Extension or Connection
- State and Local Authority Approvals
- Landlord Approval
- Excavation or Concrete Cutting other than footings and essential wash bay drainage
- Delays Beyond our Control (including adverse weather)
- Fencing
- Road or Pavement Works
- Signs
- State or Local Government Fees and Charges
- Landscaping
- Additional Work Due to any Variations to the Site or Equipment Plan
- Additional transport, storage or demurrage charges should the customer not immediately be able to take delivery of the equipment once it clears Australian Customs.

Warranty

All equipment supplied by Ceccato Wash Systems Pty Ltd has been tested and inspected at the plant and is warranted to be free from defects in material and workmanship. All equipment, is warranted for a period of one (1) year. Any part that proves, upon our examination, to be defective, will be replaced without charge. In the event of repair or replacement, this one (1) year warranty is non-cumulative. This warranty shall not apply to equipment and parts subjected to abusive or improper use, lack of maintenance or accident and shall not cover normal wear and tear or to certain wearable components such as seals. This warranty also does not apply to equipment and components used with chemicals not approved by Ceccato Wash Systems. Except as expressly stated herein, Ceccato Wash Systems is never liable for damages of any kind in connection with the purchase, maintenance or use of this equipment, including loss of profit and any and all consequential damages.

THE WARRANTY EXPRESSED HEREIN IS IN LIEU OF ALL OTHER WARRANTIES EXPRESS OR IMPLIED OR FITNESS FOR A PARTICULAR PURPOSE.

Ceccato Wash Systems does not authorise anyone to enter into any agreement or assume any obligations or liabilities in connection with this Warranty. This Warranty applies to the original Ceccato Wash Systems equipment purchaser only and is not transferable.



Trading Terms

Our trading terms for equipment and installation are 50% with order, 30% upon arrival to Australian Customs and the balance upon final commissioning unless varied by separate written agreement.

If additional transport, storage or demurrage charges are incurred due to the customer not being able to take delivery of the equipment, they are payable upon receipt of invoice from our freight forwarder.

The payment price utilizes a Euro/AUD conversion rate of **0.61**. Any strengthening of the Euro above this conversion rate will result in an increased charge to bring about parity.

Sincerely

Paul White
Director

On behalf of.....
I accept this proposal and the charges, terms and conditions herein.

.....
Director

Ceccato Wash Systems Pty Ltd has taken reasonable efforts to ensure that the foregoing information, pricing, specifications, capacities and dimensions are accurate and applicable at time of publication Ceccato Wash Systems Pty Ltd will not be liable for errors or omissions that may occur. Technical specifications and performance standards may change without notice.

18/35-39 Higginbotham Road Gladesville NSW 2111
Phone 1300 155 115
www.ceccatocarwash.com.au



