



ceccato
wash systems



Wash Proposal

Ceccato Aries Car Wash

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 Aries car wash. The Aries is Ceccato's most popular model with more than 1000 units sold annually throughout the world. As Ceccato's entry level vehicle wash, the Aries represents excellent value for money and is a proven performer in terms of reliability and wash quality.

The Ceccato Aries is well suited to car dealerships, hire car companies and service stations. It has some of the lowest ongoing running costs on the market due to its use of generic spare parts and the simplicity and durability of its design. We have installed Aries car washes in most states of Australia so please don't hesitate to contact us if you would like to see a unit in operation.

For a personalized quotation taking into account the specifics of your personal situation please contact us on 1300 155 115.



The Ceccato Aries car wash is renowned for striking Italian design and Ceccato's patented Air Plus™ drying system



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.ceccato-carwash.com.au.

This document has been produced to provide detailed information about the Ceccato Aries car wash and the Ceccato Hydrus Start.

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.



Aries Carwash System



System Overview

The Aries effectively combines technological innovation with state of the art Italian design. High quality engineering, construction and technology ensure reliability, durability and wash quality. As an entry level machine the Aries offers value for money and low maintenance and operating expenses.

The Aries is designed for low to medium volume locations and is perfect for car dealerships.



Ceccato vehicle washes in standard configuration embody true Italian design flair and are constructed to the highest standards with features such as a hot dipped galvanized frame.

The Aries range is available in customized colours and can be branded to match the corporate profile of your business (as demonstrated).



Traffic lights on the left and right sides of the gantry guide the vehicle to a stationary position in the middle of the rails.

The driver may exit the vehicle or remain inside as desired.

Signage to remind the driver to remove aerials, roof racks and put up windows are recommended.



On first pass the gantry emits an emollient in mist form that coats the vehicle. This chemical is designed to break down dirt and other contaminants that have accumulated on the surface of the vehicle.





The second pass of the gantry sees oscillating high pressure jets (optional) blast streams of water at a myriad of angles effectively and powerfully remove the majority of dirt and contaminants from the surface of the vehicle.



Pre washing of the vehicle is carried out using separate arches, equipped with suitable nozzles that deliver specific detergents.



The SWING system, used to control the movements of the washing brushes was developed and patented by Ceccato. All brushes are electro-pneumatically controlled without the need of trolleys to move the side brushes.



Electronically controlled wash cylinders ensure an even and gentle submersion on all types of car shapes. Vehicle surfaces are thoroughly washed with an automatic rotation direction change in both the forward and return cycles.

The machine is equipped with a photocell control system that guides roof and side brushes around the contours of the car with precision.





To protect the inner mechanisms from external agents and damage the wheel wash devices are fitted inside thermoformed cases – striking both in terms of practicality and design.



All shadow zones that could be created during the wash cycle are eliminated by the effective movement of all brushes as controlled by the SWING system.



The drying groups are fitted to a simple but effective support system and their noise emission is very low as the fans are specifically designed to deliver a high volume of air at a reduced revolution speed.



The drying units are specifically engineered for the recommended throughput capacity of the Aries range. A high drying quality is achieved with only two air blowers resulting in a considerable reduction in operating costs.



Technical Features

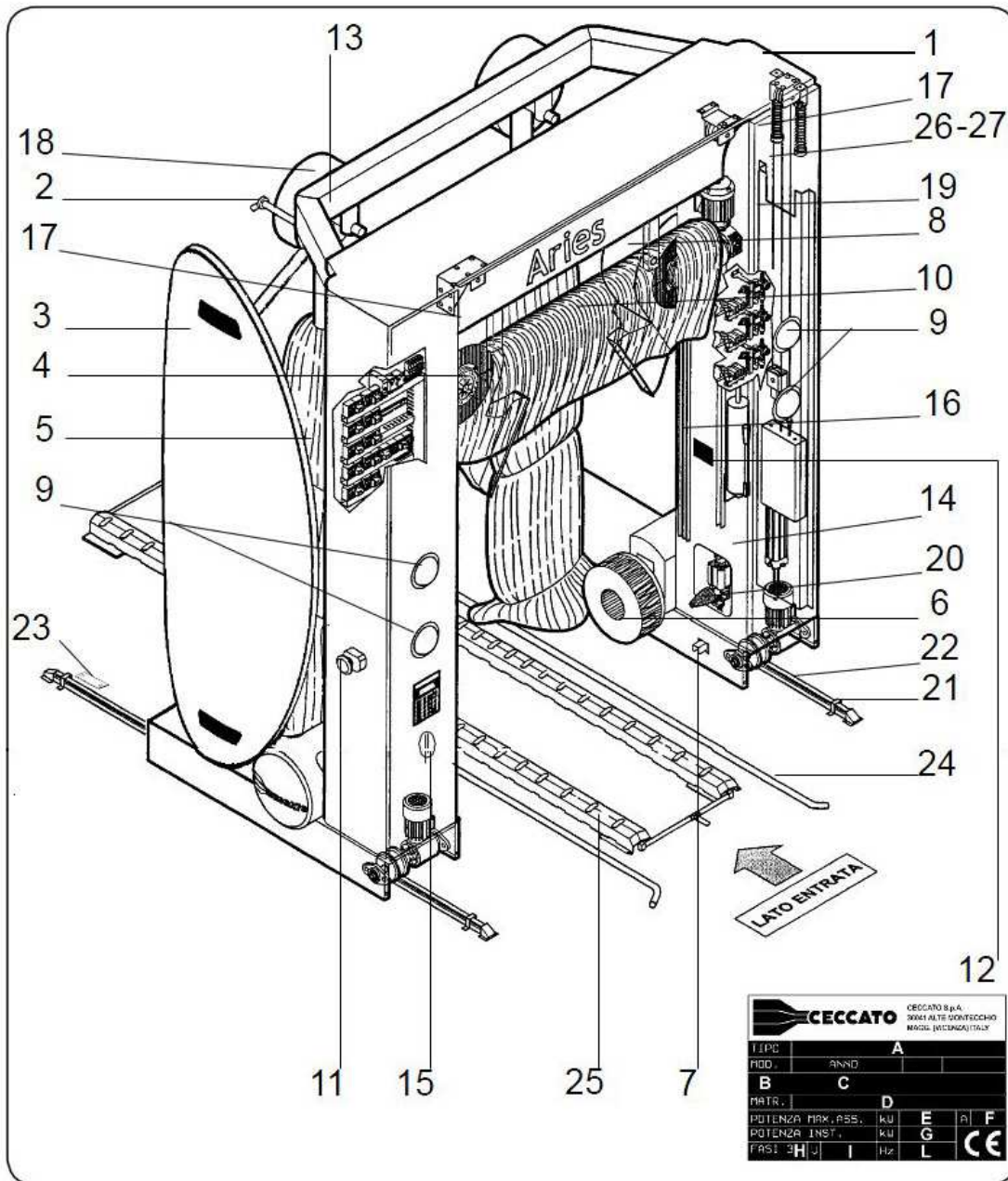
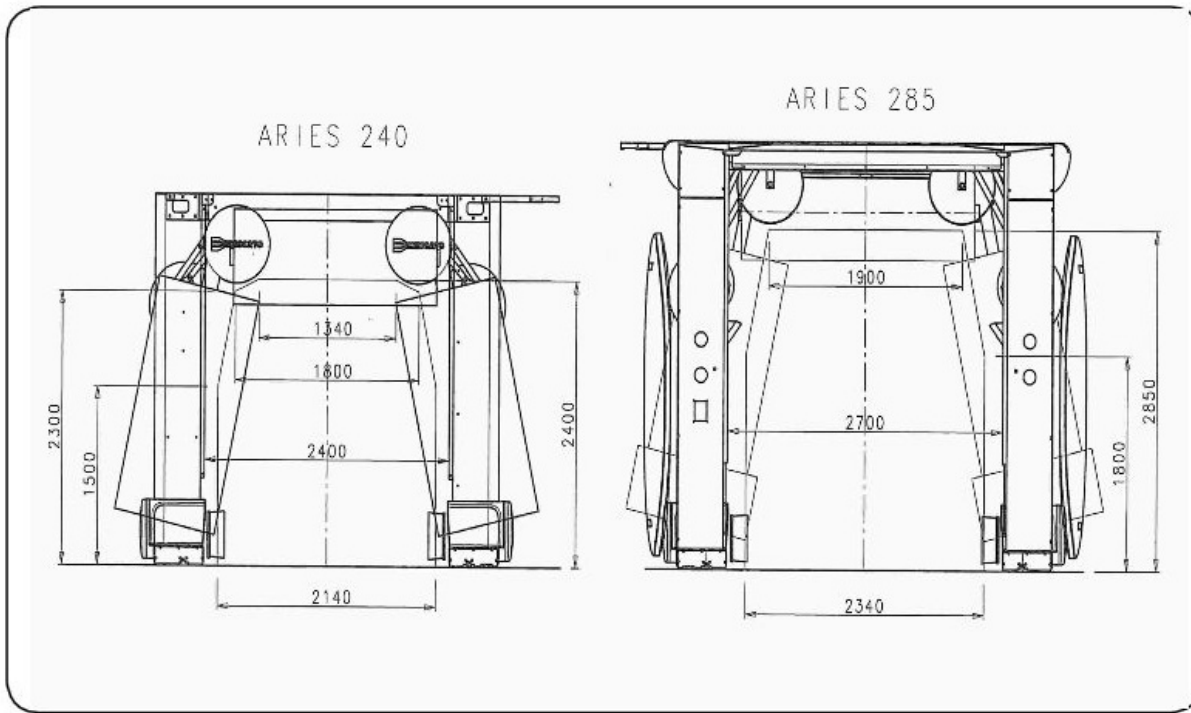


Fig. 1 - Overview «Aries» washing unit and main components

- | | |
|---|--|
| <p>A Gantry sliding direction</p> <p>1 Gantry structure</p> <p>2 Directional top nozzles, vertical brush side arch (2+2)</p> <p>3 Spray guards (n. 2)</p> <p>4 Drying fans (n. 2)</p> <p>5 Vertical brushes (n. 2)</p> <p>6 Wheel-wash brush (n. 2)</p> <p>7 Wheel-wash brush barrier photocells (1 + 1)</p> <p>8 Dryer</p> <p>9 Traffic light (on the doors)</p> <p>10 Top brush (n. 1)</p> <p>11 Emergency stop pushbutton</p> <p>12 Identification plate of the equipment</p> <p>13 Sensors controlling the fans movement (n. 3)</p> | <p>14 Vehicle positioning photocells (n. 2), on column</p> <p>15 Door locking switch</p> <p>16 Side arch nozzles</p> <p>17 Top nozzles, top brush side</p> <p>18 Side brushes movement sensors (multi-program only)</p> <p>19 Brush movement sensors (2 for mono- and 3 for multi-program)</p> <p>20 Robowash</p> <p>21 Gantry stroke end stop (n° 2)</p> <p>22 Sliding rails (n° 2)</p> <p>23 Gantry stroke end cam (n°2)</p> <p>24 Wheel guides</p> <p>25 Underchassis wash</p> <p>26 Hor wax boiler</p> <p>27 Boiler thermostat</p> |
|---|--|





Overview with overall dimensions

single-program and multi-program		Aries 240	Aries 285
Power supply	V	230±10% (400±10%)	
Max power absorption (*)	kW	9.5	
Installed power (**)	kW	11	
Maximum absorbed current	A	30 A	
Frequency	Hz	50	
Total weight (**)	Kg	1 350	1 450
DIMENSIONS			
Width with wheel-wash (***)	mm	3 660	3 960
Width without wheel-wash (***)	mm	3 380	3 680
Length (***)	mm	1 600	1 608
Height	mm	3 130	3 585
Rail interaxial distance	mm	2 800 / 2 500	3 100 / 2 800
Max vehicle width	mm	2 140	2 340
Max vehicle height	mm	2 400	2 850
Port	mm	2 400	2 700

(*) Power absorbed by the pumps, water boiler (9kW) and wheel-wash (0.75kW) is not included.

(**) Equipment with claddings, without catenaries and supports.

(***) Without splash-guard, with brush on hold.



WASH PROGRAMS (multi-program only)

		Top brush	Rebrushing	Side brushes	Overlapping TB	Wheel wash	Emollient	Medium pressure	Robowash	Shampoo	Foam	Wax	Superwax/hot wax	Drying	Top dryer	Underchassis	Speed	Times a. consump.*	Time (seconds)	Water (litres)	Ari (litres)	El. power (kWh)	Shampoo (cc)	Wax (cc)	Emollient (cc)	
Program 1																										
Run 1	Brushes, Shampoo	S	N	S	S	N	N	N	N	S	N	N	N	N	N	N	N	Fast	66							
Run 2	Brushes, Wax	S	N	S	S	N	N	N	N	N	N	S	N	N	N	N	N	Fast	62							
Run 3	Dryer	N	N	N	N	N	N	N	N	N	N	N	N	S	S	N	N	Slow	76							
Run 4	Dryer	N	N	N	N	N	N	N	N	N	N	N	N	S	N	N	N	Slow	76							
																		Tot	280	61	140	0.4	20	20		
Program 2																										
Run 1	Brushes, Foam Wheel wash	S	N	S	S	S	N	N	N	N	S	N	N	N	N	N	N	Fast	90							
Run 2	Brushes, Wax	S	N	S	S	N	N	N	N	N	N	S	N	N	N	N	N	Fast	60							
Run 3	Dryer	N	N	N	N	N	N	N	N	N	N	N	N	S	S	N	N	Slow	77							
Run 4	Dryer	N	N	N	N	N	N	N	N	N	N	N	N	S	N	N	N	Slow	76							
																		Tot	303	69	400	0.5	40	20		
Program 3																										
Run 1	Foam	N	N	N	N	N	N	N	N	N	S	N	N	N	N	N	N	Fast	51							
Run 2	Brushes	S	N	S	S	N	N	N	N	N	N	N	N	N	N	N	N	Fast	56							
Run 3	Brushes, Wheel wash	S	N	S	S	S	N	N	N	N	N	N	N	N	N	N	N	Fast	73							
Run 4	Wax	N	N	N	N	N	N	N	N	N	N	S	N	N	N	N	N	Fast	57							
Run 5	Dryer	N	N	N	N	N	N	N	N	N	N	N	N	S	S	N	N	Slow	73							
Run 6	Dryer	N	N	N	N	N	N	N	N	N	N	N	N	S	N	N	N	Slow	74							
																		Tot	384	103	340	0.5	20	20		
Program 4																										
Run 1	Robowash	N	N	N	N	N	N	N	S	N	N	N	N	N	N	N	N	Fast	56							
Run 2	Foam	N	N	N	N	N	N	N	N	N	S	N	N	N	N	N	N	Fast	42							
Run 3	Brushes, Wheel wash	S	N	S	S	S	N	N	N	N	N	N	N	N	N	N	N	Fast	80							
Run 4	Brushes, Wax	S	N	S	N	N	N	N	N	N	N	S	N	N	N	N	N	Fast	60							
Run 5	Dryer	N	N	N	N	N	N	N	N	N	N	N	N	S	S	N	N	Slow	77							
Run 6	Dryer	N	N	N	N	N	N	N	N	N	N	N	N	S	N	N	N	Slow	77							
																		Tot	392	97	440	0.5	10	15		
Program 5																										
Run 1	Emollient	N	N	N	N	N	S	N	N	N	N	N	N	N	N	N	N	Fast	50							
Run 2	Medium pressure	N	N	N	N	N	N	S	N	N	N	N	N	N	N	N	N	Fast	43							
Run 3	Brushes, Foam Wheel wash	S	N	S	S	S	N	N	N	N	S	N	N	N	N	N	N	Fast	79							
Run 4	Brushes, Wax	S	N	S	S	N	N	N	N	N	N	S	N	N	N	N	N	Fast	60							
Run 5	Dryer	N	N	N	N	N	N	N	N	N	N	N	N	S	S	N	N	Slow	78							
Run 6	Dryer	N	N	N	N	N	N	N	N	N	N	N	N	S	N	N	N	Slow	77							
																		Tot	387	91	440	0.5	40	15	80	
Program 6																										
Run 1	Emollient	N	N	N	N	N	S	N	N	N	N	N	N	N	N	N	N	Fast	50							
Run 2	Medium pressure Robowash	N	N	N	N	N	N	S	S	N	N	N	N	N	N	N	N	Fast	58							
Run 3	Brushes, Foam Wheel wash Underchassis	S	S	S	S	S	N	N	N	N	S	N	N	N	N	S	N	Fast	87							
Run 4	Brushes, wax	S	S	S	S	N	N	N	N	N	N	S	N	N	N	N	N	Fast	70							
Run 5	Dryer	N	N	N	N	N	N	N	N	N	N	N	N	S	S	N	N	Slow	77							
Run 6	Dryer	N	N	N	N	N	N	N	N	N	N	N	N	S	N	N	N	Slow	76							
																		Tot	418	84	520	0.6	40	20	80	
Program 7																										
Run 1	Dryer	N	N	N	N	N	N	N	N	N	N	N	N	S	N	N	N	Slow	74							
Run 2	Dryer	N	N	N	N	N	N	N	N	N	N	N	N	S	N	N	N	Slow	71							
																		Tot	145						0.3	
Program 8																										
Run 1	Wax	N	N	N	N	N	N	N	N	N	S	N	N	N	N	N	N	Fast	51							
Run 2	Idle	N	N	N	N	N	N	N	N	N	N	N	N	N	N	N	N	Fast	41							
Run 3	Dryer	N	N	N	N	N	N	N	N	N	N	N	N	S	N	N	N	Slow	68							
Run 4	Dryer	N	N	N	N	N	N	N	N	N	N	N	N	S	N	N	N	Slow	69							
																		Tot	229	8					0.3	15

(*) Referred to the wash of a 4,50 m car, with dosing pumps at 50% capacity.



Ceccato Wastewater Recycling System

Different sites may be required to install a wastewater recycling system in conjunction with their Aries Carwash. For other sites it will be optional.

The Ceccato Wastewater recycling system is designed to recycle 90% of the water that can be collected from the vehicle wash process. This normally equates to around 80-85% of the total water used, resulting in savings in water and effluent costs of up to 85%. The system will deliver clear recycled water to the pre-wash foam and brush wash stations at the maximum rate of 5000 litres per hour.

The system will receive water from an aerated settlement tank connected to the wash bay drain (customer to supply) and deliver it to the media filtration system where dirt particles will be removed.

pH levels are automatically monitored during the transfer of wastewater from the settlement tank. The partially treated water will drain to a secondary holding tank (not included in our price) which will also be aerated by the Ceccato system to effectively odour control and pH adjust as required.

The secondary holding tank/compartiment will be fitted with an automatic level control for fresh water top-up on demand. The Ceccato Wastewater Recycling System is equipped with a fully programmable process control.



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.

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

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:

Aries Car Wash Machine

\$67,640 plus GST

- Partially painted version
- Mono programmable
- Without drying system
- Maximum wash height 2.4m, width 2.14m

Optional Extras

Fully painted version	\$2,982 plus GST
Multi programmable*	\$4,110 plus GST
Maximum wash height 2.85m, width 2.34m	\$3,330 plus GST
Wheelwasher with plastic casing	\$6,384 plus GST
Medium pressure pre-washing kit	\$3,895 plus GST
Emollient arch kit	\$1,628 plus GST
Air Plus drying system*	\$3,170 plus GST
Underchassis wash	\$7,095 plus GST

Additional Options to Consider

Ceccato Wastewater Recycling System	\$19,369 plus GST
Ceccato Reverse Osmosis Unit	\$11,093 plus GST

* Recommended options

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.ceccato-carwash.com.au



