



ceccato
wash systems



Wash Proposal

Ceccato Labrador Self Service Equipment

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.ceccato-carwash.com.au.

This document has been produced to provide detailed information about the Ceccato Labrador Self Service Car Wash and associated Daerg self service equipment. For a personalized quotation please contact us on 1300 155 115.

Introduction

Ceccato Wash Systems holds the Australian distribution rights for the Ceccato and MacNeil range of car washing equipment. Ceccato S.p.A has a subsidiary call Daerg. 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 Labrador Self Service car wash and the CustomKraft Self Service Car Wash Equipment.



A 6 bay Ceccato Labrador self service car wash operating unattended 24 hours a day, 7 days a week



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.



Daerg Self Service Car Wash Equipment

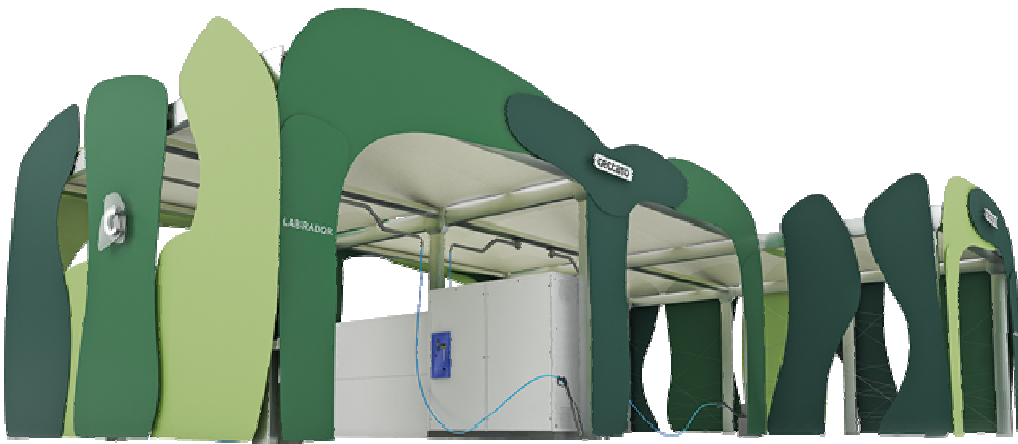


Each Daerg wash bay washes 6 – 8 cars per hour on average



Many operators include an automated car wash to increase site capacity. The Ceccato Hydrus shown here washes up to 14 cars per hour.





Ceccato's new ecological cladding is a striking option to consider when planning your car wash

System Overview

The Ceccato Labrador is a completely modular self service washing unit available with one to six washing bays. The Labrador is a proven performer suitable for high volume self service carwash locations attracting and retaining customers through cutting edge Italian design, wash quality and ease of operation.

The Ceccato Labrador has been designed with the customer in mind. Your customers will be attracted to its ecological design and will return thanks to the ease of use, wash quality and thoughtful configuration that has been refined over many years of innovation.



The layout of your self service car wash should reflect the ease of use that is evident in the most popular service stations. Customers should enter and exit your business as smoothly as possible without the need for sharp turns which can confuse new customers and potentially cause damage to your equipment over time.

Whether you choose a classic design or the Ceccato's new ecological cladding it is important that your site is kept clean and tidy at all times.





Each site should be fitted with one or multiple change dispensers. This machine also makes a key available to the customer for purchase. The customer then has the choice to pay for each car wash directly with coins or to purchase a key and top up the key with cash. Many customers prefer this option as they don't always need be fishing around for coins. Similarly many operators prefer this as it is good for cashflow and often dramatically reduces the volume of coins that circulate the car wash. It is also the preference of fleet operators.



Each wash bay is equipped with a control panel with the following devices:

- Pilot lights to signal when the system is operating or is at a standstill
- An emergency stop button
- An electronic coin acceptor for coins or tokens
- An electronic key reader
- A display indicating the available time or the residual number of tokens
- Pushbuttons to select the wash program



When the system is operating the user inserts coins and /or tokens/key into the coin slot and the allocated time will appear in the display. The time shown begins to decrease when one of the program buttons is pressed. The user can change the program and, thus, the washing phase at any moment. When the display has reached zero additional coins/tokens can be inserted to continue washing.



There are six standard programs. The first program is wheel cleaning. As dedicated spray gun dispenses a chemical specifically formulated to clean the tyres and rims of a customer's wheels.





The customer dispenses this chemical on each of the wheels of the vehicle. The chemical is stronger than the other wash chemicals and should only be used on the wheels of the car.



The second program uses another spray gun that is holstered directly under the control panel. This program washes the vehicle with hot water and shampoo at a medium to high pressure.



The hose attached to this main spray gun is suspended directly over the vehicle and rotates effortlessly. This means that the customer can walk around their vehicle washing all sides without the spray gun touching the vehicle.



The third wash phase uses another washing device fitted with a brush. Hot water, shampoo and air are forced through the brush at low pressure to create a foaming effect. The brush is then used to more vigorously wash difficult to clean parts of the vehicle made of non-scratch materials like the bumper bars, headlights, tyres and rims.





The final three wash phases are all applied with the primary spray gun and involve rinsing the car, applying a polish/wax to the car and finally rinsing the car with fresh/or osmotised water or water that includes a drying agent.



Nearly all self service car washes have additional bays for coin operated vacuum cleaners, paper dispensers and fragrance dispensers. These bays are used to vacuum the interior of the car as well as to clean windows and perfume the customer's vehicle. These bays are also an excellent source of additional revenue for the car wash operator.



These vacuum bays feature coin operated double vacuums as well as a paper dispenser. This dispenser issues paper that is wet with different clean chemicals like tyre shine, dash wipe or glass cleaner.



Technical Features

Overall dimensions (m)

	Bay with roof	Open bay
Width*	5	
Depth*	6	7
Drive-through height*	2,7	4,45
Drive-through height**	3,2	4,95

* systems height 3 meters

** systems height 3,5 meters

Dimensions are referred to standard structures.

Technical data

Standard voltage and frequency	400 ± 10% V 50 Hz	
Max. absorbed power (kW)	2 bay system	13,4
	3 bay system	18
	4 bay system	20,6
	5 bay system	24,4
	6 bay system	27,8

The maximum absorbed power is calculated considering that all machine components are in operation at the same time:

Lighting, token suction motors, compressor, separation tank water pumps, high pressure pumps, osmotic water booster pump, osmosis pump, softened water booster pump, burner.



The Ceccato Labrador's main electrical panel is fitted into a cabinet. The following controls are included in the cabinet.

- A. Interface between operator and machine, for machine settings and diagnostics
- B. Two thermostats: the first one measures the outside temperature and starts the frost protection system, the second controls the temperature of the bay pavement and starts the floor heating.
- C. Bay On/Off selector switches.
- D. All bays lighting system manual control (dim light switch excluded)
- E. Manual activation of osmotic water production, without intervention of the float switch in the tank.
- F. Main switch
- G. Floor heating switch
- H. Emergency stop button on the cabinet side
- I. Selector switch to start the dosing pumps, for prime or adjusting.



Consumption Table

The following table assumes that that length of the average wash is 9 minutes consisting of:

1. High pressure washing – 2 min
2. Low pressure washing with brush and foam – 3 min
3. High pressure rinsing – 2 min
4. Waxing with water at high pressure – 1 min
5. Rinsing with high pressure osmotic water – 1 min

Category	Consumption	Unit of Measurement
Water	90	litres
Electricity	0.25	kWh
Gas (heating)	0.17	m^3
Salt (water softening process)	<5	grams
Shampoo	30	cubic cms
Wax	5	cubic cms



Accessories

Almost all self service car washes provide finishing area for their customers to clean the interior of their vehicles. In this section I have included some of the equipment that provides the best return on investment.

DAERG Vacuums

Ceccato Wash Systems distributes products from a number of vacuum manufacturers. Our most reliable system is the Daerg vacuum system in. The Daerg system – being European manufactured is not the cheapest option, but we have had Daerg systems operating for over 8 years with no issues. We have both single and double vacuum units depending on your layout configuration .

The vacuums are built with high quality materials and suitable for outdoor installation.

The vacuums are controlled by PLC and are equipped with an illuminated display to check the number of cycles, modify operation time and check possible machine faults.

Vacuums are equipped with coin/token operated lighting system, filter shaking device and a new dust collection system with disposable bag that is very practical and easy to replace. The vacuum has the following specifications:

- Made of stainless steel and ABS.
- Prepared for floor anchoring.
- Lighting column can be installed on the left or right side.
- Controls 24 Volt.
- Adjustable timer.
- Self-Service: coin or token operated.
- Power pilot lamp.
- Emergency STOP button.
- CE certification.



Matt Cleaner

Only water and a rotating brush are used for cleaning. The system will provide an effective clean both on rubber mats and moquette carpets. The mat will come out of the machine slightly wet, driven by a roller system; the moquette made rugs will show a “combed” effect.

Specifications include:

- Stainless steel frame
- Chromium plated pedal to regulate water flow
- With handle and movable on wheels, or with floor anchoring (model cod. 6062)
- Grid to receive the washed carpet
- Power pilot lamp
- Self service, operated with coin or token
- Box with key to collect coins or tokens
- Brush with reinforced nylon support and bristles of variable hardness
- Three-phase motor and rubber transmission belt
- Emergency stop button

MODEL	FLOW RATE	POWER	WEIGHT	DIMENSIONS (cm)
SELF-SERVICE MAT CLEANER (FIXED)	18LT/min.	0,33 kW	kg. 52	90x108x45



Multi-Paper Dispenser

The Multi-paper dispenser applies different chemicals (up to 6) on special paper – which can then be used for different car cleaning uses: i.e.

- Dash Wipe
- Tyre Shine
- Window Wiper

It is a low cost – yet highly effective product

- Stainless Steel 12/10 cabinet
- Stainless Steel 15/10 door
- Coin or token operated unit
- Led display 5 digit
- Product plates' backlit
- Six different detergents
- Possibility to control prices with software
- Capacity of product's tanks 4,3l
- Cloth's dimension 37cm x 24cm
- Coil: 800 clothes each
- Internal heating system (max -9°C)

MODEL	POWER	VOLTAGE	WEIGHT	DIMENSION (mm)
Multipaper	150 VA	120-230V; 50-60Hz	105 Kg	730 x 640 x 1860



Perfume Machine

The Daerg Perfume machine sprays a fine, effective mist of scent into the car interior. The perfume machine is often a great additional revenue earner. It is particularly popular with smokers.

- AISI stainless steel frame
- Machine controlled by PLC and equipped with an illuminated display to check the number of cycles, modify operation time and check possible machine faults
- No. 4 small electro pumps to deliver the perfumes
- Coin or token operated
- Controls 24 Volt
- Power pilot lamp
- Emergency STOP button
- CE certification

MODEL	VOLTAGE	WEIGHT	DIMENSION (mm)
Dispenser	230V – 50Hz	50 Kg	430 x 350 x 660



The Dog Wash



System Overview

MACHINE INSTRUCTIONS

1. Insert the token. The display shows the total time available to the customer.
2. Select the desired phase from among the 8 available ones using the selector on the front. To help non-expert users, the machine suggests to follow the following sequence:
 1. Sanitization
 2. Washing with warm water
 3. Shampooing
 4. Rinsing
 5. Conditioning
 6. Rinsing
 7. Water suction
 8. Hot air drying
3. Press the confirmation button to start the selected phase and proceed as follows:
 - sanitization:** cold water - mixed with sanitizing agent - comes out of the nozzles at vat head and from the shower head (when lowering the lever)
 - washing with warm water/rinsing:** full-flow warm water comes out of the shower head
 - shampooing:** reduced-flow warm water mixed with detergent
 - conditioning:** reduced-flow warm water mixed with conditioner
 - water suction:** the wet suction system is started
 - hot air drying:** the blow drying system is started. The air jet can be set to level 1 and 2. If enabled by the internal switches, also the heating resistances are activated.
4. To stop a phase just set the selector to a different phase (some models are provided with a stop button)
5. Set the selector to the new program and press the confirmation button.

Advantages of The Dog Wash over other leading brands:

- The Dog Wash machine has a platform to facilitate the dog to go into the vat, most other dog washes require the dog has to be raised by hand
- Eliminated plexiglass protection as this makes it too difficult to wash small dogs.
- Dog shower has 2 points to fasten small or taller dogs, most other manufacturers only have one fasten point
- The drying system in the The Dog Wash has two speeds and two temperatures, most other manufacturers have only one default program for temperature and speed of delivery
- The most important difference is that the Dog Wash has a program to suck water before the drying program. This is very important because with this program you take out not only part of water but overall the hairs that dogs lose during the washing operation. This program reduces the drying time which is the part of the program that most unsettles the animal.
- Complete stainless steel structure



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 odour 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:

Ceccato Labrador (4 bay)	119, 588 plus GST
Vacuum Single	\$4,800 plus GST
Vacuum Double	\$8,200 plus GST
Matt Cleaner	\$4,100 plus GST
With bacterial treatment light add	\$1,250 plus GST
Perfume System	\$4,400 plus GST
Multi Paper Dispenser System	\$9,500 plus GST
The Dog Wash	\$19,100 plus GST

Please note that these prices are for equipment, freight, and installation only. They do not include any building works on site. Ceccato Wash Systems imports the housing/cladding for self serve car washes for between \$100,000 and \$150,000 depending on design. The housing/cladding seen in the photographs in this document are not part of this quotation, only the equipment.

For advice on council and building matters please don't hesitate to contact us on 1300 155 115.

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. L/C 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,

- Building Works and Materials
- 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. Letter of Credit Arrangements are acceptable.

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/USD 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






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