

A Australian Car Wash Association



Rinse! Car Wash Showcase Goes Nationwide in 2021

City	Date	Venue	Showcase Opening Time	AfterWash Opening Time
Melbourne	Tuesday 16 March 2021	Veneto Club	1.00 pm	4.00 pm
Sydney	Thursday 18 March 2021	Dooley's Lidcombe	1.00 pm	4.00 pm
Brisbane	Tuesday 23 March 2021	South's Leagues Club	1.00 pm	4.00 pm
Adelaide	Tuesday 27 April 2021	Big Shed Brewing Concern	1.00 pm	4.00 pm
Perth	Thursday 29 April 2021	Royal Freshwater Bay Yacht Club	1.00 pm	4.00 pm

REGISTRATION OPENS 18 JANUARY 2021

Watch out for Updates https://acwa.net.au



The ACWA office will be closed during Christmas and New Year from Thursday 24 December 2020 and reopens on Monday 11 January 2021

For any help with emergencies during this time, please call 0400 070 417

> **Merry Christmas and** a Happy New Year!!

Rinse! Car Wash Showcase Goes Nationwide in 2021

Get set to wash away the COVID blues in early 2021 as we take Rinse! Car Wash Showcase nationwide.

Those who were with us for the inaugural Rinse! event in Brisbane will no doubt be champing at the bit to be part of Rinse! 2021.

But for those who have not experienced the magic of Rinse!, here's how it works.

There are no big displays and hype at Rinse!, just great opportunities to network, smash out the best deal or hear about the latest and greatest products in the Australian marketplace.

Rinse! brings together a range of small, medium and large car wash industry suppliers in a single location, allowing you to meet them in a one-on-one environment. This is your opportunity to keep up to date in a constantly changing industry and connect with dozens of suppliers in just a few hours!

The focal point of the exhibition is the Rinse! Supplier's Boardwalk with Australia's biggest and best suppliers represented in a 'table-top display' environment.

Doors to the exhibition session open at 1 pm and remain open until 4 pm. Car wash operators are free to walk the Rinse! Supplier's Boardwalk Showcase, stopping to chat and do business at any or all the supplier exhibition stands.

Following the three-hour Showcase exhibition session, is a two-hour casual get together at AfterWash, allowing you to continue to talk business or enjoy a drink and a couple of nibbles with car wash industry friends.

Registration opens Monday 18 January, 2021 and the low price of **just \$25 per person** includes access to the Rinse! Boardwalk Showcase area and admission, drinks and light refreshments at AfterWash

And that just simply has to be the best value trade show opportunity in the southern hemisphere!

But don't take our word for it, read below

"I travelled up from Melbourne to attend the first "Rinse" show held in Brisbane in 2019. I found the size of "show" allowed you and the supplier time to discuss things in much more detail without being distracted and also valuable catch up time with other operators. Often at the big shows there is too much to see and concentrate on. You always reflect after these events, was it worth it? In this case, the answer was a definite YES! I congratulate ACWA on this initiative and encourage all car wash operators to attend the next Rinse show."

Jon Roberts, Extreme Clean, VIC

"I attended the first Rinse event in Brisbane. It was a fantastic event, well organised, informative and well attended. It was great to see so many suppliers attend and so many of the QLD car wash industry take advantage of the opportunity to catch up with existing suppliers, meet some new ones and get the low down on new products on the market. Rinse! was not only a great opportunity to see a range of new car wash products and meet new people; it was an opportunity to enjoy the camaraderie of the car wash industry. All this in the space of a few hours and only one plane flight! A great initiative by ACWA. I will definitely be at the next one!"

Amanda Noone, Rocky Car Wash, QLD

Rinse! The Car Wash Showcase Heading to a City Near You



From The President



Way back in 1992, the queen described the year as an "Annus Horribilis". In retrospect, she should have saved those now-famous words for 2020!

Before reviewing the year, I am absolutely thrilled by the reports we have been receiving that across the country that car washing is "on fire". Wash operators across many areas of Australia are reporting record numbers. This is just the tonic the car wash industry needs at this time, and I believe this augers well for the year ahead and hopefully goes all or some of the way to making up for periods of closure.

And where 2020 may have indeed been our "annus horribilis", ACWA has plans to make 2021 our "Annus Mirabilis" (wonderful year).

The first initiative we will be rolling out is our program of Rinse! Events which will launch in March. For the first time, these events will be taken across the country and subject to their success, we may even look at some regional events later in the year. So let's all get behind Rinse! and take the opportunity to wash away the past and start planning for the future.

2020 is all but closed and will be remembered as one that significantly challenged Australians, their communities and small business operators around the nation. Importantly, it is times of crisis like this that an Association like ACWA stands up to be counted, and I am proud to have led the organisation during this challenging time.

Please indulge me as I reflect on just a few of the year's highlights and lowlights.

The bells had only just finished ringing in the new year when, on New Year's Day, ACWA was contacted by members in regional NSW, advising their water authority had closed them down. Crisis meetings were held throughout New Year's Day and the days that followed and NSW based Director Tony Young worked around the clock to get the decision reversed. Under what seemed like impossible odds, Tony was able to negotiate a "ceasefire" with the water authority. And, just a couple of weeks later, ACWA and our member car wash operators, reached an agreement with the Authority that allowed sites in the area to remain open and continue trading.

Of course, ACWA is no stranger to water restrictions negotiations. Throughout the latter part of 2019, ACWA had been deeply involved in discussions with Sydney Water around the impact of water restrictions on the car wash industry. Indeed, as I have previously reported, ACWA and our Sydney based members negotiated Sydney Water from a position where; car washes were to be closed unless they could operate using a bucket and sponge, to a situation where car wash operators were able to continue function under almost "normal" conditions throughout the drought.

However, things remained tenuous. In December of 2019, the Sydney water authority had introduced Level Two Restrictions. It was also forecasting an elevation to Level Three in January 2020. ACWA's fight for the rights for car wash operators was set to continue well into 2020... and it did.

Meetings with Ministers and conferences with senior water bureaucrats became de rigueur. Then, in late February, the weather Gods finally smiled on Sydney, and the city received a once in 20-year rainfall event that filled the dams. The Sydney water crisis was over and importantly, not a single Sydney car wash site was shut down during restrictions. And, to the best of our knowledge, not a single fine was issued.

Of course, there is no rest for the wicked. One crisis averted only to be replaced with an even larger one...The COVID-19 Pandemic. This is where I started to wonder what I'd taken on!

I am going to save you all from a blow by blow description of the trials and tribulations of COVID -19. I am sure that like me, everyone is "over" Coronavirus stories and the shroud of darkness the virus places over daily life. Suffice to say, COVID 19 had an almost catastrophic impact on some car wash businesses, particularly those in Melbourne. And, from an ACWA and industry perspective, it also forced the postponement of Car Wash Show Australia which was set to be held on the Gold Coast in September 2020.

In glossing over the Pandemic as I have, it would be remiss of me, not to acknowledge the work undertaken during the Pandemic and the water restrictions earlier by the Board, our members and our dedicated staff, Fiona and Doug. I'd also like to thanks the finance team for helping guide us through the regulatory maze which enabled us to receive the appropriate government funding on offer. As mentioned in the Spring Newsletter, the feedback and congratulations ACWA received from Government and industry on the way we tackled the crisis, is something every member can be proud of.

Yes, it has been a year of challenges and tribulations. Still, I sincerely believe the year ahead has all the hallmarks of being one for the ages.

Thank you for your continued support and please, keep yourself, your families and customers safe over the festive season. I'll look forward to seeing you at a Rinse! Event in your state in the new year.

Car Wash Water Use in a Drought-Stricken Country

Thankyou to past ACWA President, Greg Boston for writing this article.

As a past President of the Australian Car Wash Association, I follow with great interest, the future of the car wash industry in our country. I also take the opportunity to compare and analyse our conditions and behaviours to those of other countries.

Being the driest continent on earth brings some unique and growing challenges. I believe the Australian car wash industry has reached maturity and should embrace these challenges and view them as opportunities rather than impediments to their businesses.

Regardless of your opinion on Climate Change, there is one undeniable fact. The population is growing, which will increase the demand for water in everyday life, industry and agriculture.

Consumer demands for water are increasing, and at best, rainfall will return to long term averages. The most basic mathematics confirms that even in "normal" seasons, water will become an increasingly scarce commodity. This is where challenges can become opportunities for our industry in Australia.

We have the opportunity to unite the whole industry and set world-leading examples by demonstrating our environmental responsibility in reducing our water consumption on a permanent basis, conserving valuable water resources for the long term. This needs to commence with lobbying the various state governments.

I hear you say, "but our industry only uses such a small volume of water, we're insignificant". Then please consider these statements:

"When I wash my car at home, I'm only putting a small amount of harmful hydrocarbon waste down the drain and into the ocean."

"I only throw small amounts of plastic away which end up in the ocean."

"I don't wash my car very often, so it's ok to do it at home "

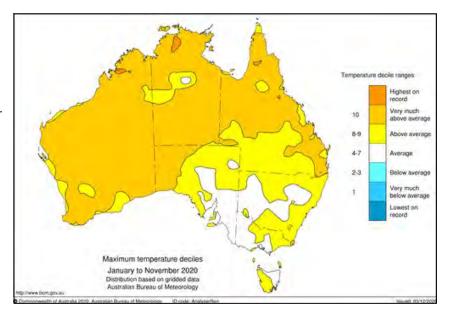
"I can still have a back yard incinerator because I only burn small amounts of waste."

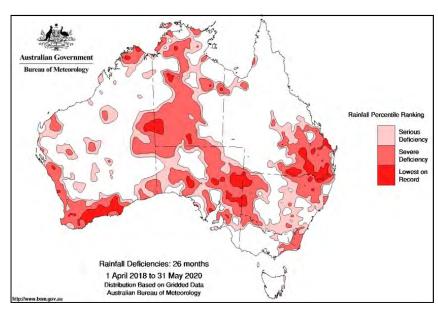
"I don't need to clean up my dog poo in the park because I only have a small dog."

Society drives change in human habits, and we need to understand we are a part of that and use it positively.

At a recent ACWA meeting in Brisbane, an SEQ Water representative proclaimed, "So, you think it's ok to use 300-400 litres of water to wash a car, at the same time we are telling SEQ water consumers to reduce their daily water consumption to 150 litres per person".

We cannot continue to blindly believe this is socially or environmentally acceptable.





Please bear with me in looking at the pros and cons of this concept.

Despite the many equipment options available for car wash water recycling, almost all systems produce very average results. They also create the all too familiar issues of; blocked nozzles, increased wear and tear on machinery, and the biggest nuisance of all, dirty walls and equipment due to remaining suspended solids in the recycled water. We need to look at why the systems have made little improvement over the last two decades.

It's simple; lack of consumer demand.

If there were no demand for motor vehicles, we'd still be driving T Model Fords.

The first opportunity we have is in developing a world-leading water recycling system. A system specifically designed for our industry, one which performs much better than currently available systems and one requiring minimal operator intervention. Numerous water treatment specialist companies can build good systems using existing methods. Typically, however, these require a large footprint and substantial capital. We need to be more innovative and adaptable and develop methods better suited to our industry.

I have researched many technologies over the past decade, and there are better ways of doing things. I'm not pretending this is a simple or cheap process, so, therefore, needs a long term outlook.

We need to explore opportunities in research and development of better-performing systems suited specifically to our industry. Utilise the knowledge and experience of what we already understand about the challenges and consider the best methods of solving the problems. The industry as a whole needs to unite and support this approach. This could be achieved by implementing an industry levy and potentially attract some government funding.

Now please consider the benefits of this approach.

A proactive industry will obtain respect at government and authority level. We are providing solutions, not responding reactively to drought conditions. Failure to adopt a responsible approach will continue to put ACWA in a more non-negotiable reactive position in future droughts.

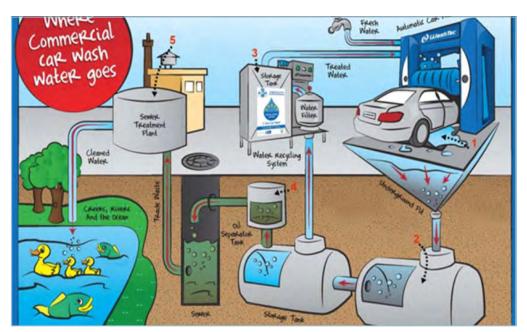
It is true that water authorities love selling us water when they have adequate supply, so we need to educate politicians that this is irresponsible and poor environmental stewardship. Politicians need to embrace our proactive industry. They need to assist us in educating the public on the overall benefit of using a commercial car wash which is both environmentally friendly and water-efficient. How?

We are all aware of water efficiency star rating schemes used for washing machines etc. ACWA has a star rating system which with appropriate modification in a consultative and constructive manner, can be the basis of consumer education. Consumers can be educated to look for water-efficient car washes by promoting this concept on water bills, in the media, on-site signage and social media. A typical response from many water authorities is that they can't be seen to promote individual businesses. With the support of politicians, we need to convince them that this is improving water conservation and environmental outcomes, not inefficient car washes. With the correct marketing/education programs, consumers will be drawn to water-efficient car washes, and **you will save money on ever-increasing water and sewer charges**. Now, who wants to be promoted as a 5 Star efficient car wash and who wants no promotion?

I was the ACWA President at the time of the millennium drought and fought many battles with water authorities in most states. It is an extremely difficult, weak, and ineffective argument for our industry to proclaim we are water-efficient, and our total industry consumption is minimal. During that drought, we were forced into accepting some very harsh terms from various water authorities.

Without question, in the most severe circumstances without adequate drinking water, our industry will lose supply. Still, if we fail to act, we are putting our sector at higher risk of cutting supply at earlier restriction levels. Every future drought places our industry in greater jeopardy, making our negotiation base weaker and weaker.

It is beyond belief that some operators would build a new site without any consideration given to infrastructure for future water recycling as an absolute minimum requirement. This is one of the greatest future business risks for a new car wash and a definite recipe for disaster.



Over the decades, I have been involved with the industry as an ACWA Board Member and operator, I have often heard the comment that ACWA doesn't provide enough value for membership. With ACWA promoting and managing this industry scheme, the above concept provides a workable industry solution, builds industry credibility, and creates a strong and tangible foundation which delivers the respect ACWA deserves.

Members and non-members, I urge you to consider the future of our industry and **YOUR** business.

Introducing New ACWA Supplier - Make It Cheaper

Managing energy costs efficiently and effectively can make a big difference to your profitability and indeed, overall survival. Doug Payne, Sales Director, from ACWA's energy partner Make it Cheaper, says that understanding how your energy bill is made up will help you better understand what options are right for your business.

Let's start with the bill basics.

There are two main types of business energy contracts – standard retail contracts for small businesses, and large market agreements (commonly known as C&I contracts) for companies spending more than \$2,500 on energy each month.

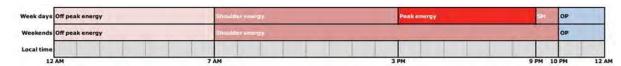
If your business is a large market customer, you'll receive a monthly invoice from your energy retailer, showing energy consumption and charges, network charges and environmental charges. Customers on standard retail contracts usually receive their bill quarterly and pay a daily supply charge (the fee which you pay to have power supplied to your premises) and then energy supply charges based on time of day.

Depending on the network and the time of use tariff, the following energy consumption periods apply throughout the week.

Peak: when demand for energy is at its highest. 3pm to 9pm on a weekday.

Shoulder: between 7am and 10pm, seven days per week (excluding peak)

Off-peak: all other times



Source: https://www.aer.gov.au/system/files/AER%20approved%20-%20Powercor%20-%20Pricing%20proposal%202019%20-%2031%20October% 202018.pdf

What else should I look out for?

It's important to also consider -

Contract Terms – most small market contracts have a fixed energy period and don't usually have cancellation fees. So it's easy to switch if you find a better deal, but still important to sign an agreement so that you hold onto the best deal at that time.

Discounts - pay on time discounts are becoming a thing of the past. Nowadays, most retailers will either offer guaranteed discounts for the period, or just really sharp rates instead.

Wholesale energy prices - large market customers negotiate energy rates at the start of the contract which will be valid across the duration of the contract. Wholesale prices have dropped significantly in the past nine months and are now at their lowest levels since 2016.

Every business is different. We see a lot of car washes ramping up power on the weekends in that shoulder time – but don't assume that a good shoulder rate will result in the cheapest bill. There might be a better deal out there once you calculate all the different factors.

If that sounds complicated?

Let Make it Cheaper help you

We have lots of experience in helping businesses cut their energy costs and will do the leg work for you, so that you save yourself the time and still compare your current plan against a panel of up to 12 retailers, to see if we can CLICK HERE - Find You A Better Deal

Cut your business expenses with a FREE energy comparison



Find out how much your business could save





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Is a Cashless Society on the Cards?

Thankyou to ACWA NSW Director Craig Campbell, for writing this article.

A few years ago I wrote about the global trend away from cash. It was most predominant in Scandinavia at the time but portended a change in behaviour in other countries, including Australia.

Well, fast forward a few years and one global pandemic, and we are now in a time of major and rapid change in behaviour about all sorts of things, including how we pay for things.

Even prior to COVID, there were already accelerating trends in many countries. Indeed, Sweden (which introduced the world's first government-issued banknotes in 1661) was already expecting to be cashless by 2023, with Finland not far behind. Cash use in Sweden had declined from 39% in 2010 to 13% in 2018, and as of the outset of COVID, 20% businesses do not accept cash at all.

Not to be outdone, South Korea has also been rapidly transitioning away from cash, with over 50% of their 1,600 bank branches around the country no longer handling cash at all.

Denmark is on a similar path, with the Danish national bank already out of the note printing business, outsourcing it for now but with plans to move to an electronic-based currency.

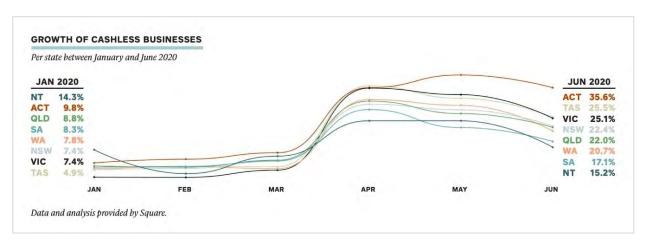
Indeed, the idea of e-currencies is gaining traction. Sweden is actively working their e-krona through their central bank, as are Austria and Belgium, and China is introducing their e-yuan in selected major cities, though details are still scarce. The Bank of Canada has also expressed interest in an e-dollar, although they have also defended Canadian's rights to use physical cash during the COVID pandemic. Even the UK is getting in on the action, with loose plans to be cashless by the mid-2020s.

That said, there are still plenty of countries where cash remains king. Over 80% of Japan's transactions were still in cash as recently as 2018, and Germany remains a clear outlier in Europe with the number of cash transactions exceeding the number of credit card transactions as of 2019.

Although hard data on the post COVID cash trends are not yet easy to come by, we do see clear signs of changed behaviour around payments and cash. In Switzerland, 50% of people reporting having reduced or foregone cash transactions since COVID appeared, and almost 60% now use smart phone payments, up significantly from prior years.

So how does it look in Australia? Certainly, Australia has been quick to adapt to alternatives to cash in the past. Even before COVID, the competitors to cash were multiplying - credit cards, EFTPOS, digital wallets / mobile phone payments were all gaining in share of transactions across all demographics. Also, buy-now-pay-later services like Afterpay and Zip have been steadily gaining traction in recent years, especially in younger generations. Indeed, Afterpay now has a bigger market share of transactions than all the credit card companies in Australia combined.

COVID certainly had an impact of its own, especially in the beginning. During the pandemic, use of cash dropped significantly despite overall cash in circulation being significantly up (by \$11B). One-third of businesses went cashless during COVID, and many previous cash-only businesses added EFTPOS seemingly overnight. Over 2,100 ATMS disappeared during the pandemic.



This said, it seems at this point that COVID merely accelerated an already underlying trend - toward convenience. Indeed, after the initial health concerns about cash, where cash withdrawals fell by roughly half, cash made a comeback. From the 45 million cash withdrawals (\$10.6 billion) from Australian ATMs in December 2019, COVID brought a drop to just 22 million, (\$6.5 billion) by April; however, by July they were back up to 35 million transactions (\$9.9 billion).

So what does this mean for car washes? It's hard to say definitively, but it seems clear that whilst cash will continue to be with us in the future, there is a definite underlying trend toward convenience and cashless transactions. COVID has only accelerated what was already happening, and despite a normalisation from the low point in April, I expect that trend to continue.

Is your business ready for this? Do you offer your customers easy, non-cash, non-contact ways to pay you? The trends show that customers are increasingly looking for this, so ready or not, some version of a cashless world is coming to you in the future.



Connectivity Cashless Payment



Connectivity Solutions...

- High -tech facilities tied together
- Data at your fingertips
- Remote access & management
- Number plate recognition technology

... and Cashless Payments

- Pay Wave / EFTPOS
- Payment via App & QR Codes
- Wash Clubs, Promos, SMS Marketing







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Serving Australian Car Washes since 1966





Part 1 of the get to know the ACWA Board series

Introducing - Neil Fox, President

I grew up in a small rural town in NE Central Victoria. We were predominately a merino sheep farming family with 1000 ac property just north of Yarck on the Maroondah Hwy. I went to school locally in Alexandra before completing an Ag Science Degree at La Trobe Uni.

Immediately after Uni, I got a job working for ICI Ag Chemicals as a Territory Sales Rep based in Katanning, WA. I had to look up a map to find where it was but had a great time working with the local rural community. Managed to play some country footy which helped me settle in quickly. I then took a larger role in Geraldton in the northern wheatbelt. Then came a move from sales to marketing with Ciba-Geigy (now Syngenta via a merger with ICI) in Perth. Whilst in Perth I also complete a Grad Dip in Business from Curtin Uni.

In 1996 my wife and I moved to Sydney to start an advertising agency based on working in and around large Agricultural clients. I managed to grow this business in a specialist Agency covering Ag, Pharma and Vet products and worked for the Australian arm of big global





In 2014 my family and I moved from Bondi to Margaret River, in WA's beautiful south west. In 2016 we invested in a 2 Auto, 3 SS Bay car wash in Bunbury, about an hour away. This is where I cut my teeth and developed my passion for car washing and tried to learn as quickly as possible a new industry. I hadn't been in the industry long when I met a number of ACWA Board members who started to work on getting me in involved in the Association. I saw this as a great way to get to know a new industry and all the players. Obviously a glutton for greater punishment, I was talked into the President's role in late 2018. I did it because I believe the role is best held by an Operator, and there didn't appear to be any other takers. It's been stressful at times but also very rewarding. I look forward to 2021 being a little more normal!

Your ACWA Board for 2020 - 2021

President and WA Director	Neil Fox	Carwash Operator
Treasurer and NSW Director	Tony Young	Carwash Operator
NSW Directors	Joy Addison	Supplier
	Craig Campbell	Supplier
	Allen Chimes	Carwash Operator
	Stephen Earsman	Carwash Operator and Supplier
Queensland Directors	Richard Brown	Supplier
	Stephen Rzepka	Carwash Operator and Supplier
South Australia Director	Matt Hood	Carwash Operator
Victorian Directors	Sam Casilli	Supplier
	Maurice Campanelli	Supplier
	Julie Campbell	Carwash Operator
	Brendan Vella	Carwash Operator and Supplier
	Andrew Triant	Carwash Operator

Rob Sacco's Fantastic Events



Event

Well known car wash identity and ACWA Member Rob Sacco, turned it on for Halloween in Canberra.

Hundreds of cars full of people dressed up in garish and grizzly costumes came for a Trick or Treat Carwash. Cleverly catering for 'Little Spooks' in the early evening and 'Big Spooks' later in the night it was non-stop scary fun over the course of a week.

One lucky Halloweek winner won a 6- month Unlimited Wash Club membership. Rob and his staff transformed the site and dressed themselves up in their scary best for the week of Halloween madness!



Event 2

Not content with stopping the publicity train at Halloween, within a few weeks Rob rolled out the red carpet again and together with local businesses teamed up to throw a family fun day, Grand Opening Event at his brand new Canberra site.

The new site features a 36-metre wash and polish tunnel, an on demand detailing belt, two Combi automatics, five self-serve bays, vacuums and two dog washes.

The day included amazing deals, giveaways, show bags and fantastic prizes. Rob's staff relished the idea of another workday playing dress-ups and washed vehicles all day dressed as the Superheroes they are!

An impressive exhibition of luxury cars from Maserati, Lexus, Mercedes, Audi and others were on display. There was a live Radio Broadcast from Mix 106.3, official opening from local MP Andrew Barr and a meet and greet with Australian cricket legend (and car washing guru himself) Ian Healy.

A number of car wash industry suppliers and experts were on hand together with all Rob's Waves management team.



Introducing New ACWA Supplier - Essential Solar - Victoria

Essential Solar offers savings your car wash can't afford to ignore



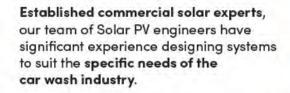












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We will work with you to **understand your challenges**, and develop solutions to meet the unique energy profile and commercial requirements of your business.



This approach ensures your investment provides the shortest possible payback period and the greatest **long-term financial return**, all while helping your business **reduce its environmental impact**.

Essential Solar have signed on to the Clean Energy Council Solar Retailer Code of Conduct – the only solar industry code of conduct authorised by the Australian Competition and Consumer Commission (ACCC) We're dedicated to performance, quality and reliability



Since 2012, we've completed over 2,200 installations
- exceeding 12MW of solar PV capacity

We are Silver Members of the Smart Energy Council. This membership is a sign of our commitment to the industry and to the goal of providing clean, efficient, cheap and smart energy solutions for all Australians

94 Lambeck Drive, Tullamarine, VIC 3043 Phone: 03 8335 9990 www.essentialsolar.com.au



Make your Business SHINE with SOLAR

Car wash sites are perfectly positioned to reap the financial and environmental benefits offered by rooftop solar PV, Paul Hammond of Essential Solar explains.

Over the past 15 years, over 2.5 million households across Australia have embraced rooftop solar energy, each one slashing \$1,000s from their energy bills and reducing their environmental impact. Today, on the back of increased government incentives, attractive finance offers and customer environmental concerns – the Australian business community are adopting rooftop solar at an unprecedented rate – with the car wash sector leading the charge.



What makes rooftop solar such a popular investment for business?

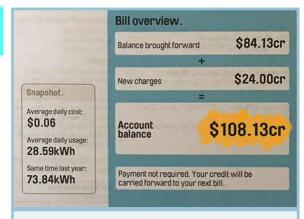
Installing solar offers an immediate reduction in your daily energy costs. If the sun is shining, the solar PV system on your roof is generating energy that you would otherwise be buying from the grid. With the added benefit that the energy you are using is 100% clean and 100% renewable.

Based on an analysis of your current energy usage, Essential Solar will provide you with a comprehensive proposal detailing the business case for incorporating solar energy into your business. Experience shows that commercial solar projects can achieve financial returns in the region of 20% annually, with figures like this, it is easy to see why rooftop solar is popular with both business owners and their accountants.

When rooftop solar is installed by a quality company offering quality products, the expected lifespan is over 25 years – with the system paying for itself many times over.

Better still, when financed the repayments are often less than the savings on your energy bills allowing the investment to be cashflow positive from day one.





This is a real energy bill from one of our customers showing just how much can be saved when installing rooftop solar - obviously every site is different, but this customer is in credit!

It is easy to see why installing rooftop solar is so popular – it is the right environmental decision, and the sensible financial decision.

Your car wash operation is perfectly suited to solar

Some types of businesses are more suited to solar than others. The critical element in maximising ROI and ensuring the greatest savings is designing a system that offers the highest possible rate of self-consumption. This means that the majority of the energy generated by the solar system is used by your business - instead of being exported back to the grid at a lower \$ rate.

Due to the following factors, most car wash sites offer high self-consumption which makes them perfectly suited to rooftop solar;

- Operate 7 day a week
 - The sun shines (almost) every day
- High usage during daylight hours

Your pumps and compressors are using energy while the sun is shining

- Large roof area
 - Lots of space to fit your solar panels
- Seasonal demand
 - Busier in summer? So is the sun.

Ready to start saving? Request your free assessment today

Contact the Commercial Team at Essential Solar on (03) 8335 9990 or email andrew.jones@essentialsolar.com.au to book a free onsite assessment.

EZY-WATER WINDOW MACHINE

FEATURES

The Ezy-Water Window unit, is designed to bolt on to your existing plant room or building, tapping into the existing purified water supply (Reverse Osmosis) to deliver measured water for your customers in their own containers.

SPECIFICATIONS

- Water-proof structure.
- Water delivery cabinet constructed of 304 stainless steel.
- Powder coated finish throughout with option of stainless steel on request.
- Fully illuminated with standard light box.
- Optional 19" LCD Screen for external advertising.
 OPPORTUNITY TO SELL ADVERTISING?
- No-touch water filling operation.
- Comes standard with 15ltr and 1ltr buttons, optional 4 preset buttons for volumes up to 20ltr.
- Coin and Nayax credit card payment included.
- Easy to install on wall, and connect to power and water.
- Advanced vending technology.
- Ozone generator (1000mg) to disinfect water dispensing cabinet*.
- · Remote 4G monitoring.
- *This model does not have on-board filtration system, needs to be plumbed to existing purification system.

TECHNICAL PARAMETERS

- DIMENSIONS: 80cm (wide) X 40cm (depth)
 X 1.2m (height)
- POWER REQUIREMENTS: 240v 50 hz
 Usage approx. 60 watts 10 amps
- WATER REQUIREMENTS: 13 mm existing purified water supply (Reverse Osmosis) pressure min 275 kPa to max 600kPa



PRODUCE EXTRA INCOME STREAM FROM YOUR EXISTING WATER PLANT



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AUSTRALIAN CAR WASH ASSOCIATION ABN 68 140 680 039

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