



DuraShiner® By the Numbers: This Tire Shiner Pays for Itself in Less Than Four Months!



DuraShiner® features 15 Patent-Pending dense foam disposable applicator rollers that enable it to deliver a consistent great shine while using as little as one ounce of chemical per vehicle – less than half what other designs require! The applicator rollers rotate automatically to maintain a perfect even coating of chemical. Which means the chemical stays on the tire, and off your floor, walls and customers' vehicles. The bottom line is your profit stays where it belongs – in your pocket!

If you could buy a machine for under \$15,000 that would bring in more than \$62,000 every year, would you do it?

DuraShiner® can add \$5,172 per month in revenue for the average conveyor car wash, from the minute it's installed. That's \$62,064 per year! Here's the math:

Revenue	Average Conveyor Wash	Your Wash (worksheet)
Annual cars washed *	68,981 cars	cars
Monthly cars washed (annual cars / 12)	5,748 cars	cars
30% of cars buy tire shine	1,724 cars	cars
\$3 revenue per tire shine	\$5,172 per month \$62,064 per year	\$ per month \$ per year

* Average annual wash volume for all conveyor car washes, *Professional Carwashing & Detailing magazine survey, March 2008.*

If one machine would save you nearly \$5,900 per year versus the competition, would you choose it?

DuraShiner® can save \$490 per month in consumables cost, versus the common Simoniz/Sonny's tire shiner. That's \$5,880 per year! Here's the math:

Expense	DuraShiner®	Simoniz/Sonny's	Savings/month	Savings/year
Chemical cost per month*	\$224	\$690		
Applicator cost per month**	\$62	\$86		
Consumables cost per month	\$286 per month	\$776 per month	\$490/month	\$5,880/year

* DuraShiner® chemical, 1 oz./car x \$0.13/oz. x 1,724 cars. Sonny's chemical, \$0.40/car (Sonny's catalog, Volume VIII, page 101) x 1,724 cars.

** DuraShiner® applicators, \$360/set, designed for up to 10,000 applications, with proper rotation. Sonny's applicators up to \$500/set, designed for 10,000 applications. Both pro-rated over 1,724 cars.

If you are hand-applying tire shine, DuraShiner® could save you \$16,000 to \$27,000 or MORE per year!

A conscientious worker may use four ounces of chemical per car to hand apply – about the same as most other automatic tire shine machines. A less careful worker may use eight ounces a car – or eight times as much as the DuraShiner®!

Of course, hand-applied tire shine also has a labor cost. Here's the math:

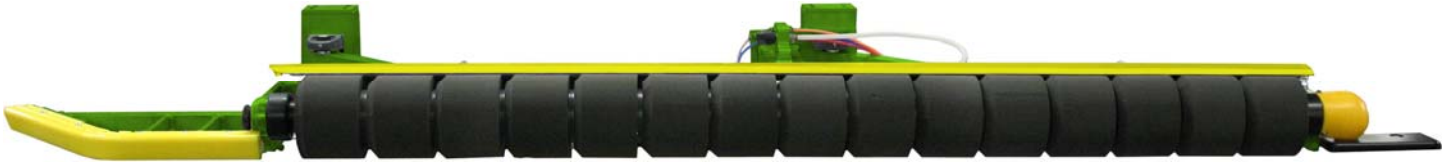
Savings vs. Hand-Applied Tire Shine	Hand-Applied	DuraShiner®
Chemical cost per month*	\$896 - \$1,793	\$224
Labor cost per month**	\$724	n/a
Chemical and labor cost per month	\$1,620 - \$2,517	\$224
Savings with DuraShiner®	\$1,396 - \$2,293 saved per month \$16,752 - \$27,516 saved per year	

* Hand-Applied: 1,724 cars per month x 4 oz. (or 8 oz.) x \$0.13 per oz. / DuraShiner®: 1,724 cars per month x 1 oz. x \$0.13 per oz.

** 1,724 cars per month x 3 minutes per car = 5,172 minutes / 60 = 86.2 hours x \$8.40 per hour (average labor rate per PC&D, March 2008).



DuraShiner® By the Numbers: Features & Benefits



DuraShiner®	Features	Benefits
Tire Shiner unit price	\$14,995	Operational cost savings and longevity “engineered in,” at a price that pays for itself in under 4 months!
Construction	Green powder coated aircraft grade aluminum	Powder coated aluminum framework and roller covers are easy to maintain. Grime simply wipes away, helping maintain a clean tunnel appearance.
Gallons of chemical to prime unit	2 to 3 gallons	Compared to manual priming of competitor applicators, DuraShiner® saves money as soon as you switch it on!
Priming method (manual or auto, how?)	Automatic, push-button with Patent-Pending ChemPress™ rollers	Saves time, saves chemical, eliminates mess, provides a true “instant on” machine ready to shine tires!
Ounces of chemical used, per car	1 to 2 oz. per car – less than half the chemical used by other designs	Saves 40 cents a car or more ... pure profit that stays in your pocket!
Programmable chemical amount & timing?	Programmable Logic Controller offers precise chemical metering and real-time responsiveness	Adjust chemical amount and dispensing interval to exactly meet your wash’s tire shining demand, right now
Chemical delivery	30 cascading chemical delivery points, variable size across the 15 applicator rollers	Provides greater “resolution” for even coverage and consistent chemical pressure along entire length of shiner
How chemical delivered (injected, sprayed, drip)	Simple, maintenance free cascade manifold. Four induction points for balanced application.	Top-facing manifold holes keep manifold full of chemical for precise metering. Gentle cascade action provides consistent application, and avoids dripping or atomizing chemical.
Applicator type (material, form factor)	Patent-Pending dense foam contouring disposable applicator rollers	Dense foam holds in chemical, keeping it on the tire and off floors, walls and customer vehicles. Rollers rotate automatically to ensure even coverage every time.
Anti-shear applicator? (Y/N)	Yes; beveled applicator rollers rotate individually, bi-directionally	Lead-in edge of each applicator roller beveled for smooth transition. Rollers rotate to accommodate moving sidewall.
Rotating applicator rollers? (Y/N)	Yes; applicator rollers rotate together automatically using Patent-Pending ChemCycle™ technology	Rotating rollers hold the chemical “in suspension,” keeping bay floors clean and goop-free!
Full retraction and extension (DS and PS) (Y/N)	Yes; retracts fully for even wear on both sides. Uses integrated pneumatic control system.	Competitor units may not fully retract driver’s side, which leads to free driver’s side application and premature wear. DuraShiner® extends and retracts quickly for each car.
Applicator replacement cost	\$360/set	Dense foam applicator rollers hold chemical in, using only 1 oz. per car. Saving \$0.40/car over 4,000 cars, the applicators save \$1,600– paying for themselves four times!
Applicator longevity (# of cars)	Up to 10,000 applications, with proper rotation	Dense foam applicator roller longevity is engineered for minimum chemical use and maximum profit per application
Time it takes to replace applicators	5 minutes	Fast, easy applicator roller replacement gets you back shining tires – and making money – quickly!
Tools needed to replace applicators	None; Patent-Pending tool-free design	Tool-free boom opens with one hand. Open the boom, slide off any worn applicator rollers, slide on the new. Simple!
Rim-to-tread coverage? (Y/N)	Yes; contouring applicator wheels conform to sidewall	Shines the whole sidewall, not just the “bulge” in the middle
Slippery floors? (Y/N)	No; anti-drip design keeps floors clean	Eliminates waste, improves safety, enhances bay appearance
Sling on vehicles? (Y/N)	No; rotating dense applicator wheels hold chemical in	Increases customer satisfaction, eliminates re-washes