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## DuraTrans® XD and QuickFire® – 'Just What The Dr. Ordered' at Maryland Wash



*DuraTrans® XD and QuickFire® an Rx for success!*

HYATTSVILLE, MD – As Steve Ha, owner of Dr. Wash will tell you, a car wash is a collection of moving parts, that all must work together harmoniously in a fast-paced, wet environment. “I purchased the wash about 10 years ago,” Ha recalls. “Recently, I began having performance issues with some of the old equipment. I called Tighe Gillis and Sean Lane for help.”

“Steve had tunnel components of mixed manufacture,” notes Gillis, of Belanger distributor Carwash Solutions. “We worked several times to get him running, but it became clear that certain pieces needed to be replaced – especially the Canadian-made conveyor.” He adds “We’d repair the conveyor, run a few cars, then it would break somewhere else. It was time.”

Gillis says he recommended Belanger’s DuraTrans® XD conveyor, for its high-uptime performance and easy-to-maintain design. “The DuraTrans features zero grease points, so routine maintenance is greatly reduced,” he remarks. “And the quick-pin roller-up and chain take-up cartridges remove without tools for simple servicing at a workbench, not in the pit.”

“The DuraTrans has revitalized our business, from end to end,” Ha comments. “It just runs and runs.” He continues, “Its smooth and reliable operation make everything else work better, too – especially our new QuickFire wraps.” Ha says that Gillis suggested the

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*“Our DuraTrans delivers ultimate reliability – we depend on it, and our customers count on it. And the QuickFire produces clean cars with zero prep. Folks love watching it; and we enjoy the labor savings!”*

*— Steve Ha, Dr. Wash*

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DuraTrans® XD conveyor and QuickFire® wrap as the perfect ‘one-two’ combination to support his business.

“While the DuraTrans keeps the line running, the QuickFire multiplies its cleaning effectiveness under even the most demanding wash conditions,” Gillis notes. “I showed Steve how the two components would provide the quick, consistent clean his exterior customers expect, while supporting his full-service wash business with improved wash quality and reduced labor costs.”

“Tighe’s right,” Ha agrees. “Our DuraTrans delivers ultimate reliability – we depend on it, and our customers count on it.” He adds “And the QuickFire produces clean cars with zero prep. Folks love watching it; and we enjoy the labor savings!” According to Ha, those labor savings are contributing to a rapid return on investment.

“By eliminating prep work, we’re using five or six fewer people than before,” Ha observes. “We’re washing with the same or better speed, and producing a more consistent wash result.” He continues “Customers can see a visible improvement in our tunnel, and in their cars. They appreciate the investment we’ve made – and that’s driving higher customer satisfaction.”

Ha says that increased satisfaction is evident, both in higher wash counts and bigger ticket averages. “We’re seeing daily traffic increases since we added the Belanger equipment,” he notes. “And our dollar average is up \$2 to \$3 per car.” He concludes “I just wish we’d done this sooner. The DuraTrans and QuickFire are just what the doctor ordered!”